

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 private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2017**Open to Public  
Inspection**A** For the **2017** calendar year, or tax year beginning **JUL 1, 2017** and ending **JUN 30, 2018****B** Check if applicable:

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

**C** Name of organization**GLSEN, INC.**

Doing business as

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

**110 WILLIAM ST. 30TH FLOOR**

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

**NEW YORK, NY 10038****F** Name and address of principal officer: **DOUGLAS FLORES****SAME AS C ABOVE****D** Employer identification number**04-3234202****E** Telephone number**646-388-6560****G** Gross receipts \$ **8,843,416.****H(a)** Is this a group return for subordinates? ☐ Yes ☒ No**H(b)** Are all subordinates included? ☐ Yes ☐ No  
If "No," attach a list. (see instructions)**H(c)** Group exemption number ▶**I** Tax-exempt status: ☒ 501(c)(3) 501(c) ( ) ◀ (insert no.) 4947(a)(1) or 527**J** Website: **GLSEN.ORG****K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation: **1994** **M** State of legal domicile: **MA****Part I Summary**

|                                                                                             |                                                                                                                                                                                        |                                                                                         |
|---------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| Activities & Governance                                                                     | <b>1</b> Briefly describe the organization's mission or most significant activities: <b>GLSEN IS THE LEADING NATIONAL ORGANIZATION WORKING TO END ANTI-LGBTQ BIAS IN K-12 SCHOOLS.</b> |                                                                                         |
|                                                                                             | <b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.                                       |                                                                                         |
|                                                                                             | <b>3</b> Number of voting members of the governing body (Part VI, line 1a)                                                                                                             | <b>3</b> <b>28</b>                                                                      |
|                                                                                             | <b>4</b> Number of independent voting members of the governing body (Part VI, line 1b)                                                                                                 | <b>4</b> <b>27</b>                                                                      |
|                                                                                             | <b>5</b> Total number of individuals employed in calendar year 2017 (Part V, line 2a)                                                                                                  | <b>5</b> <b>48</b>                                                                      |
|                                                                                             | <b>6</b> Total number of volunteers (estimate if necessary)                                                                                                                            | <b>6</b> <b>1300</b>                                                                    |
|                                                                                             | <b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12                                                                                                         | <b>7a</b> <b>0.</b>                                                                     |
| <b>b</b> Net unrelated business taxable income from Form 990-T, line 34                     | <b>7b</b> <b>0.</b>                                                                                                                                                                    |                                                                                         |
| Revenue                                                                                     | <b>8</b> Contributions and grants (Part VIII, line 1h)                                                                                                                                 | <b>Prior Year</b> <b>6,751,027.</b> <b>Current Year</b> <b>8,063,099.</b>               |
|                                                                                             | <b>9</b> Program service revenue (Part VIII, line 2g)                                                                                                                                  | <b>128,772.</b> <b>121,890.</b>                                                         |
|                                                                                             | <b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d)                                                                                                                | <b>2,377.</b> <b>4,871.</b>                                                             |
|                                                                                             | <b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)                                                                                                     | <b>46,963.</b> <b>54,315.</b>                                                           |
|                                                                                             | <b>12</b> Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)                                                                                           | <b>6,929,139.</b> <b>8,244,175.</b>                                                     |
|                                                                                             | Expenses                                                                                                                                                                               | <b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3)              |
| <b>14</b> Benefits paid to or for members (Part IX, column (A), line 4)                     |                                                                                                                                                                                        | <b>0.</b> <b>0.</b>                                                                     |
| <b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) |                                                                                                                                                                                        | <b>3,579,401.</b> <b>3,651,615.</b>                                                     |
| <b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e)                    |                                                                                                                                                                                        | <b>208,609.</b> <b>196,110.</b>                                                         |
| <b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶ <b>1,298,740.</b>      |                                                                                                                                                                                        |                                                                                         |
| <b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)                      |                                                                                                                                                                                        | <b>3,307,061.</b> <b>3,361,006.</b>                                                     |
| <b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)         |                                                                                                                                                                                        | <b>7,230,467.</b> <b>7,275,860.</b>                                                     |
| <b>19</b> Revenue less expenses. Subtract line 18 from line 12                              |                                                                                                                                                                                        | <b>-301,328.</b> <b>968,315.</b>                                                        |
| Net Assets or Fund Balances                                                                 | <b>20</b> Total assets (Part X, line 16)                                                                                                                                               | <b>Beginning of Current Year</b> <b>4,297,981.</b> <b>End of Year</b> <b>5,617,658.</b> |
|                                                                                             | <b>21</b> Total liabilities (Part X, line 26)                                                                                                                                          | <b>1,272,581.</b> <b>1,574,455.</b>                                                     |
|                                                                                             | <b>22</b> Net assets or fund balances. Subtract line 21 from line 20                                                                                                                   | <b>3,025,400.</b> <b>4,043,203.</b>                                                     |

**Part II Signature Block**

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

|                        |                                                                                                                  |                                                                                                                                                                 |
|------------------------|------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sign Here              | Signature of officer                                                                                             | Date <b>11/7/2018</b>                                                                                                                                           |
|                        | <b>DOUGLAS FLORES, CHIEF OPERATING OFFICER</b><br>Type or print name and title                                   |                                                                                                                                                                 |
| Paid Preparer Use Only | Print/Type preparer's name<br><b>SCOTT J. GOLDBERG</b>                                                           | Preparer's signature                                                                                                                                            |
|                        | Firm's name ▶ <b>CBIZ MHM, LLC</b><br>Firm's address ▶ <b>1065 AVENUE OF THE AMERICAS<br/>NEW YORK, NY 10018</b> | Date <b>11/06/2018</b> Check if self-employed <input type="checkbox"/> PTIN <b>P01486877</b><br>Firm's EIN ▶ <b>34-1883473</b><br>Phone no. <b>212-790-5700</b> |

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



**Part III** Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒ **X****1** Briefly describe the organization's mission:

GLSEN IS DEDICATED TO ENDING BULLYING, HARASSMENT AND BIASED BEHAVIOR IN K-12 PUBLIC, PRIVATE AND PAROCHIAL SCHOOLS, ESPECIALLY AS IT RELATES TO STUDENTS WHO ARE OR ARE PERCEIVED TO BE LESBIAN, GAY, BISEXUAL OR TRANSGENDER (LGBTQ).

**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 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 \$ 1,314,478. including grants of \$ 1,250. ) (Revenue \$ )  
 COMMUNICATIONS: GLSEN'S COMMUNICATIONS DEPARTMENT PROVIDES THE PUBLIC, PRESS AND GLSEN CONSTITUENTS WITH REGULAR COMMUNICATIONS AND MARKETING MATERIALS ABOUT GLSEN'S MISSION AND PROGRAMS. THE DEPARTMENT DEVELOPS EFFECTIVE MESSAGING, TRAINS SPOKESPEOPLE TO EFFECTIVELY DISCUSS GLSEN'S ISSUES, PLACES MEDIA STORIES, DEVELOPS MARKETING CAMPAIGNS FOR GLSEN DAYS OF ACTION, PRODUCTS AND PROGRAMS, AND SUPPORTS ALL DEPARTMENTS IN CONSTITUENT ENGAGEMENT STRATEGIES THAT ADVANCE GLSEN'S WORK TO CREATE SAFE AND INCLUSIVE K-12 SCHOOLS FOR LGBTQ YOUTH.

**4b** (Code: ) (Expenses \$ 1,131,321. including grants of \$ ) (Revenue \$ )  
 FIELD SERVICES: GLSEN PROVIDES CAPACITY-BUILDING SUPPORT, TECHNICAL ASSISTANCE AND STRATEGIC PLANNING GUIDANCE TO VOLUNTEERS AND COMMUNITY-BASED ADVOCATES WORKING TO CREATE SAFE, AFFIRMING AND INCLUSIVE SCHOOLS IN THEIR COMMUNITIES. THESE VOLUNTEERS AND ADVOCATES INCLUDE 39 GLSEN CHAPTERS THAT WORK TO REALIZE GLEN'S MISSION ON THE LOCAL LEVEL AND NUMEROUS INDIVIDUALS WHO TAKE ACTIONS IN THEIR COMMUNITIES.

**4c** (Code: ) (Expenses \$ 775,059. including grants of \$ 36,000. ) (Revenue \$ 1,000. )  
 RESEARCH: GLSEN'S RESEARCH DEPARTMENT CONDUCTS ORIGINAL RESEARCH ON ISSUES OF SEXUAL ORIENTATION, GENDER IDENTITY AND GENDER EXPRESSION IN K-12 EDUCATION, INCLUDING GLSEN'S BIENNIAL SURVEY OF LGBTQ STUDENTS, THE NATIONAL SCHOOL CLIMATE SURVEY. GLSEN RESEARCH ALSO EVALUATES GLSEN PROGRAMS AND RECOMMENDED EFFORTS TO IMPROVE SCHOOL CLIMATE. GLSEN RESEARCH PROVIDES TOOLS AND TECHNICAL ASSISTANCE TO GOVERNMENT AGENCIES, EDUCATORS, STUDENTS AND LOCAL ADVOCATES TO CONDUCT RESEARCH IN ORDER TO DOCUMENT STUDENT EXPERIENCES AND IMPROVE SCHOOLS ACROSS THE COUNTRY.

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

(Expenses \$ 2,286,495. including grants of \$ 29,879. ) (Revenue \$ 120,890. )

**4e** Total program service expenses **5,507,353.**

Form 990 (2017)



**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)?<br><i>If "Yes," complete Schedule A</i>                                                                                                                                                                      | <input checked="" type="checkbox"/> |                                     |
| 2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?                                                                                                                                                                                                                           | <input checked="" type="checkbox"/> |                                     |
| 3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>                                                                                                                      |                                     | <input checked="" type="checkbox"/> |
| 4 <b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>                                                                                                       | <input checked="" type="checkbox"/> |                                     |
| 5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>                                                                               |                                     | <input checked="" type="checkbox"/> |
| 6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>                                                    |                                     | <input checked="" type="checkbox"/> |
| 7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>                                                                                            |                                     | <input checked="" type="checkbox"/> |
| 8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>                                                                                                                                                         |                                     | <input checked="" type="checkbox"/> |
| 9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>            |                                     | <input checked="" type="checkbox"/> |
| 10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>                                                                                                     |                                     | <input checked="" type="checkbox"/> |
| 11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.                                                                                                                                                                 |                                     |                                     |
| a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>                                                                                                                                                                       | <input checked="" type="checkbox"/> |                                     |
| b Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>                                                                                                   |                                     | <input checked="" type="checkbox"/> |
| c Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>                                                                                                   |                                     | <input checked="" type="checkbox"/> |
| d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>                                                                                                                      |                                     | <input checked="" type="checkbox"/> |
| e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>                                                                                                                                                                                     | <input checked="" type="checkbox"/> |                                     |
| f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>                                                            | <input checked="" type="checkbox"/> |                                     |
| 12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>                                                                                                                                                        | <input checked="" type="checkbox"/> |                                     |
| b Was the organization included in consolidated, independent audited financial statements for the tax year?<br><i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>                                                                        |                                     | <input checked="" type="checkbox"/> |
| 13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>                                                                                                                                                                                                        |                                     | <input checked="" type="checkbox"/> |
| 14a Did the organization maintain an office, employees, or agents outside of the United States?                                                                                                                                                                                                                    |                                     | <input checked="" type="checkbox"/> |
| b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i> | <input checked="" type="checkbox"/> |                                     |
| 15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>                                                                                                           | <input checked="" type="checkbox"/> |                                     |
| 16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>                                                                                                     |                                     | <input checked="" type="checkbox"/> |
| 17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>                                                                                                               | <input checked="" type="checkbox"/> |                                     |
| 18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>                                                                                                                           | <input checked="" type="checkbox"/> |                                     |
| 19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>                                                                                                                                                     |                                     | <input checked="" type="checkbox"/> |

Form 990 (2017)



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

|                                                                                                                                                                                                                                                                                                                            | Yes | No |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| <b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>                                                                                                                                                                                                              |     | X  |
| <b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?                                                                                                                                                                                                      |     |    |
| <b>21</b> Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>                                                                                             | X   |    |
| <b>22</b> Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>                                                                                                                 | X   |    |
| <b>23</b> Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>                                                      | X   |    |
| <b>24a</b> Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>                           |     | X  |
| <b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?                                                                                                                                                                                                                 |     |    |
| <b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?                                                                                                                                                                        |     |    |
| <b>d</b> Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?                                                                                                                                                                                                           |     |    |
| <b>25a</b> <b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>                                                                                        |     | X  |
| <b>b</b> Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>                                        |     | X  |
| <b>26</b> Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i>                                 |     | X  |
| <b>27</b> Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> |     | X  |
| <b>28</b> 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):                                                                                                                    |     |    |
| <b>a</b> A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>                                                                                                                                                                                                    |     | X  |
| <b>b</b> A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>                                                                                                                                                                                 |     | X  |
| <b>c</b> An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>                                                                                     | X   |    |
| <b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>                                                                                                                                                                                                  | X   |    |
| <b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>                                                                                                                                  |     | X  |
| <b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations?                                                                                                                                                                                                                                     |     | X  |
| <b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>                                                                                                                                                                      |     | X  |
| <b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>                                                                                                                      |     | X  |
| <b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>                                                                                                                                                                  |     | X  |
| <b>35a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)?                                                                                                                                                                                                                         |     | X  |
| <b>b</b> If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>                                                                                          |     |    |
| <b>36</b> <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>                                                                                                                           |     | X  |
| <b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>                                                                             |     | X  |
| <b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?                                                                                                                                                                                                   | X   |    |

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

Form 990 (2017)



**Part V** Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V ☐

|                                                                                                                                                                                                                                               |       | Yes | No |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-----|----|
| 1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable                                                                                                                                                               | 1a 94 |     |    |
| b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable                                                                                                                                                             | 1b 0  |     |    |
| c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?                                                                                    | 1c    | X   |    |
| 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 48 |     |    |
| b If at least one is reported on line 2a, did the organization file all required federal employment tax returns?<br>Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)                 | 2b    | X   |    |
| 3a Did the organization have unrelated business gross income of \$1,000 or more during the year?                                                                                                                                              | 3a    |     | X  |
| b If "Yes," has it filed a Form 990-T for this year? If "No," to line 3b, provide an explanation in Schedule O                                                                                                                                | 3b    |     |    |
| 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:<br>See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).                                                                     |       |     |    |
| 5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?                                                                                                                                      | 5a    |     | X  |
| b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?                                                                                                                            | 5b    |     | X  |
| c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?                                                                                                                                                                          | 5c    |     |    |
| 6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?                                    | 6a    |     | X  |
| b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?                                                                                               | 6b    |     |    |
| 7 Organizations that may receive deductible contributions under section 170(c).                                                                                                                                                               |       |     |    |
| a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?                                                                                             | 7a    | X   |    |
| b If "Yes," did the organization notify the donor of the value of the goods or services provided?                                                                                                                                             | 7b    | 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. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?                                                     | 8     |     |    |
| 9 Sponsoring organizations maintaining donor advised funds.                                                                                                                                                                                   |       |     |    |
| a Did the sponsoring organization make any taxable distributions under section 4966?                                                                                                                                                          | 9a    |     |    |
| b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?                                                                                                                                           | 9b    |     |    |
| 10 Section 501(c)(7) organizations. Enter:                                                                                                                                                                                                    |       |     |    |
| a Initiation fees and capital contributions included on Part VIII, line 12                                                                                                                                                                    | 10a   |     |    |
| b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities                                                                                                                                                 | 10b   |     |    |
| 11 Section 501(c)(12) organizations. Enter:                                                                                                                                                                                                   |       |     |    |
| a Gross income from members or shareholders                                                                                                                                                                                                   | 11a   |     |    |
| b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)                                                                                                                | 11b   |     |    |
| 12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?                                                                                                                                | 12a   |     |    |
| b If "Yes," enter the amount of tax-exempt interest received or accrued during the year                                                                                                                                                       | 12b   |     |    |
| 13 Section 501(c)(29) qualified nonprofit health insurance issuers.                                                                                                                                                                           |       |     |    |
| a Is the organization licensed to issue qualified health plans in more than one state?<br>Note. See the instructions for additional information the organization must report on Schedule O.                                                   | 13a   |     |    |
| b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans                                                                                   | 13b   |     |    |
| c Enter the amount of reserves on hand                                                                                                                                                                                                        | 13c   |     |    |
| 14a Did the organization receive any payments for indoor tanning services during the tax year?                                                                                                                                                | 14a   |     | X  |
| b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O                                                                                                                                   | 14b   |     |    |

Form 990 (2017)



**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 or note to any line in this Part VI

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

|                                                                                                                                                                                                                                              | Yes | No |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| <b>1a</b> Enter the number of voting members of the governing body at the end of the tax year ..... <b>1a</b> 28                                                                                                                             |     |    |
| 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>b</b> Enter the number of voting members included in line 1a, above, who are independent ..... <b>1b</b> 27                                                                                                                               |     |    |
| <b>2</b> 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? ..... <b>2</b>                                                |     | X  |
| <b>3</b> 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? ..... <b>3</b> |     | X  |
| <b>4</b> Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? ..... <b>4</b>                                                                                                     |     | X  |
| <b>5</b> Did the organization become aware during the year of a significant diversion of the organization's assets? ..... <b>5</b>                                                                                                           |     | X  |
| <b>6</b> Did the organization have members or stockholders? ..... <b>6</b>                                                                                                                                                                   |     | X  |
| <b>7a</b> 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? ..... <b>7a</b>                                                                 |     | X  |
| <b>b</b> Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? ..... <b>7b</b>                                                           |     | X  |
| <b>8</b> Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:                                                                                                   |     |    |
| <b>a</b> The governing body? ..... <b>8a</b>                                                                                                                                                                                                 | X   |    |
| <b>b</b> Each committee with authority to act on behalf of the governing body? ..... <b>8b</b>                                                                                                                                               | X   |    |
| <b>9</b> 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 ..... <b>9</b>         |     | X  |

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

|                                                                                                                                                                                                                                                                                                                        | Yes | No |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| <b>10a</b> Did the organization have local chapters, branches, or affiliates? ..... <b>10a</b>                                                                                                                                                                                                                         |     | X  |
| <b>b</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? ..... <b>10b</b>                                                                   |     |    |
| <b>11a</b> Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? ..... <b>11a</b>                                                                                                                                                                | X   |    |
| <b>b</b> Describe in Schedule O the process, if any, used by the organization to review this Form 990.                                                                                                                                                                                                                 |     |    |
| <b>12a</b> Did the organization have a written conflict of interest policy? If "No," go to line 13 ..... <b>12a</b>                                                                                                                                                                                                    | X   |    |
| <b>b</b> Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? ..... <b>12b</b>                                                                                                                                                          | X   |    |
| <b>c</b> Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done ..... <b>12c</b>                                                                                                                                           | X   |    |
| <b>13</b> Did the organization have a written whistleblower policy? ..... <b>13</b>                                                                                                                                                                                                                                    | X   |    |
| <b>14</b> Did the organization have a written document retention and destruction policy? ..... <b>14</b>                                                                                                                                                                                                               | X   |    |
| <b>15</b> 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?                                                                                         |     |    |
| <b>a</b> The organization's CEO, Executive Director, or top management official ..... <b>15a</b>                                                                                                                                                                                                                       | X   |    |
| <b>b</b> Other officers or key employees of the organization ..... <b>15b</b>                                                                                                                                                                                                                                          | X   |    |
| If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).                                                                                                                                                                                                                                    |     |    |
| <b>16a</b> Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? ..... <b>16a</b>                                                                                                                                      |     | X  |
| <b>b</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? ..... <b>16b</b> |     |    |

**Section C. Disclosure**

**17** List the states with which a copy of this Form 990 is required to be filed ► AL, AR, CA, CT, FL, GA, HI, IL, KS, KY, MD, MA

**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 made these available. Check all that apply.  
☒ Own website    ☐ Another's website    ☒ Upon request    ☐ Other (explain in Schedule O)

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

**20** State the name, address, and telephone number of the person who possesses the organization's books and records: ► DOUGLAS FLORES - 646-388-6560  
110 WILLIAM ST., 30TH FLOOR, NEW YORK, NY 10038



**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**Check if Schedule O contains a response or note to any line in this Part VII ☐**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees****1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

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

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)<br>Name and Title                                 | (B)<br>Average hours per week (list any hours for related organizations below line) | (C)<br>Position<br>(do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>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) MADELEINE ADELMAN<br>BOARD DIRECTOR               | 5.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (2) CINDY ARMINE<br>BOARD VICE-CHAIR                  | 5.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (3) ARTHUR COLEMAN<br>BOARD DIRECTOR                  | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (4) DAVID DANCER<br>BOARD DIRECTOR                    | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (5) RICHARD GOMEZ<br>BOARD CLERK                      | 5.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (6) CASEY HOKE<br>BOARD DIRECTOR                      | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (7) ROCIO INCLAN<br>BOARD DIRECTOR                    | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (8) MICHAEL MANTHEI<br>BOARD TREASURER                | 5.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (9) MICHEL MERCURE<br>BOARD DIRECTOR                  | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (10) PATRICK MORAN<br>BOARD DIRECTOR                  | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (11) KEITH POWELL<br>BOARD CHAIR                      | 5.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (12) CHIP SULLIVAN<br>BOARD DIRECTOR                  | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (13) CHELY BLITZER-WRIGHT<br>BOARD DIRECTOR           | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (14) ROBERT CHLEBOWSKI<br>BOARD DIRECTOR              | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (15) ELIZABETH ANN STRIBLING-KIVLAN<br>BOARD DIRECTOR | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (16) KIMBERLY REED<br>BOARD DIRECTOR                  | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (17) JAMES FIELDING<br>BOARD DIRECTOR                 | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |



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

| (A)<br>Name and title                                          | (B)<br>Average hours per week (list any hours for related organizations below line) | (C)<br>Position<br>(do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|----------------------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                                                                |                                                                                     | Individual trustee or director                                                                               | Institutional trustee | Officer | Key employee | Highest compensated employee | Former |                                                                      |                                                                           |                                                                                               |
| (18) CLAIRE ZEPPIERI<br>BOARD DIRECTOR                         | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (19) JESSICA TOSTE<br>BOARD DIRECTOR                           | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (20) AMITA MEHTA<br>BOARD DIRECTOR                             | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (21) ROBERT SALTZMAN<br>BOARD DIRECTOR                         | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (22) KATHARINE PRESCOTT<br>BOARD DIRECTOR                      | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (23) DAVID HUEBNER<br>BOARD CHAIR [THRU 5/2018]                | 5.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (24) BRETT PETERSON<br>BOARD DIRECTOR [THRU 5/2018]            | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (25) MICHELLE SCALES<br>BOARD DIRECTOR [THRU 5/2018]           | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (26) CHRISTOPHER SHYER<br>BOARD DIRECTOR [THRU 5/2018]         | 2.00                                                                                | X                                                                                                            |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| <b>1b Sub-total</b>                                            |                                                                                     |                                                                                                              |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| <b>c Total from continuation sheets to Part VII, Section A</b> |                                                                                     |                                                                                                              |                       |         |              |                              |        | 1,370,088.                                                           | 0.                                                                        | 195,566.                                                                                      |
| <b>d Total (add lines 1b and 1c)</b>                           |                                                                                     |                                                                                                              |                       |         |              |                              |        | 1,370,088.                                                           | 0.                                                                        | 195,566.                                                                                      |

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **9**

|                                                                                                                                                                                                                                              | Yes | No |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| <b>3</b> Did the organization list any <b>former</b> officer, director, or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>                                       |     | X  |
| <b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i> | X   |    |
| <b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>                       |     | 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)<br>Name and business address                                            | (B)<br>Description of services             | (C)<br>Compensation |
|-----------------------------------------------------------------------------|--------------------------------------------|---------------------|
| GROSS MARKETING GROUP<br>30 COBBLE HILL RD, SOMERVILLE, MA 02143            | PRINTING MATERIALS,<br>STORE FULFILLMENT & | 127,410.            |
| STAMP EVENT MANAGEMENT, 130 W. 29TH ST,<br>5TH FLOOR, NEW YORK, NY 10001    | EVENT MANAGEMENT                           | 120,695.            |
| NEXT GENERATION FUNDRAISING, 1235<br>WESTLAKES DRIVE, SUITE 130, BERWYN, PA | DIRECT MARKETING<br>SERVICES               | 106,537.            |
|                                                                             |                                            |                     |
|                                                                             |                                            |                     |

**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 **3**

SEE PART VII, SECTION A CONTINUATION SHEETS

Form 990 (2017)



| (A)<br>Name and title                                       | (B)<br>Average hours per week (list any hours for related organizations below line) | (C)<br>Position<br>(check all that apply) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|-------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                                                             |                                                                                     | Individual trustee or director            | Institutional trustee | Officer | Key employee | Highest compensated employee | Former |                                                                      |                                                                           |                                                                                               |
| (27) BARBARA FRANKEL<br>BOARD DIRECTOR [THRU 5/2018]        | 2.00                                                                                | X                                         |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (28) ELIZA BYARD<br>EXECUTIVE DIRECTOR & PRESIDENT          | 37.50                                                                               | X                                         |                       | X       |              |                              |        | 318,839.                                                             | 0.                                                                        | 38,363.                                                                                       |
| (29) DOUGLAS FLORES<br>CHIEF OPERATING OFFICER/ASST TREASUR | 37.50                                                                               |                                           |                       | X       |              |                              |        | 210,004.                                                             | 0.                                                                        | 27,007.                                                                                       |
| (30) JOSEPH KOSCIW<br>CHIEF RESEARCH & STRATEGY OFFICER/AS  | 37.50                                                                               |                                           |                       | X       |              |                              |        | 189,558.                                                             | 0.                                                                        | 25,979.                                                                                       |
| (31) SARAH MOELLER<br>DIRECTOR OF DEVELOPMENT               | 37.50                                                                               |                                           |                       |         |              | X                            |        | 100,063.                                                             | 0.                                                                        | 11,014.                                                                                       |
| (32) OLGA L GIRALDO-COLLINS<br>CONTROLLER                   | 37.50                                                                               |                                           |                       |         |              | X                            |        | 126,215.                                                             | 0.                                                                        | 18,695.                                                                                       |
| (33) DARYL PRESGRAVES<br>DIRECTOR OF FIELD SERVICES         | 37.50                                                                               |                                           |                       |         |              | X                            |        | 107,607.                                                             | 0.                                                                        | 23,754.                                                                                       |
| (34) NATHAN SMITH<br>DIRECTOR OF PUBLIC POLICY              | 37.50                                                                               |                                           |                       |         |              | X                            |        | 103,025.                                                             | 0.                                                                        | 13,089.                                                                                       |
| (35) EMILY GREYTAK<br>DIRECTOR OF RESEARCH                  | 37.50                                                                               |                                           |                       |         |              | X                            |        | 105,708.                                                             | 0.                                                                        | 20,486.                                                                                       |
| (36) CHRISTOPHER TUTTLE<br>DIRECTOR OF COMMUNICATIONS       | 37.50                                                                               |                                           |                       |         |              | X                            |        | 109,069.                                                             | 0.                                                                        | 17,179.                                                                                       |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                             |                                                                                     |                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| Total to Part VII, Section A, line 1c .....                 |                                                                                     |                                           |                       |         |              |                              |        | 1,370,088.                                                           |                                                                           | 195,566                                                                                       |



**Part VIII** Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

|                                                                   |                                                                |                                                                                                                                              |                | (A)<br>Total revenue | (B)<br>Related or<br>exempt function<br>revenue | (C)<br>Unrelated<br>business<br>revenue | (D)<br>Revenue excluded<br>from tax under<br>sections<br>512-514 |
|-------------------------------------------------------------------|----------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------------|-------------------------------------------------|-----------------------------------------|------------------------------------------------------------------|
| <b>Contributions, Gifts, Grants<br/>and Other Similar Amounts</b> | 1 a                                                            | Federated campaigns .....                                                                                                                    | 1a             |                      |                                                 |                                         |                                                                  |
|                                                                   | b                                                              | Membership dues .....                                                                                                                        | 1b             |                      |                                                 |                                         |                                                                  |
|                                                                   | c                                                              | Fundraising events .....                                                                                                                     | 1c             | 1,908,081.           |                                                 |                                         |                                                                  |
|                                                                   | d                                                              | Related organizations .....                                                                                                                  | 1d             |                      |                                                 |                                         |                                                                  |
|                                                                   | e                                                              | Government grants (contributions) .....                                                                                                      | 1e             |                      |                                                 |                                         |                                                                  |
|                                                                   | f                                                              | All other contributions, gifts, grants, and<br>similar amounts not included above .....                                                      | 1f             | 6,155,018.           |                                                 |                                         |                                                                  |
|                                                                   | g                                                              | Noncash contributions included in lines 1a-1f: \$ .....                                                                                      |                | 155,512.             |                                                 |                                         |                                                                  |
|                                                                   | h                                                              | <b>Total.</b> Add lines 1a-1f .....                                                                                                          |                | 8,063,099.           |                                                 |                                         |                                                                  |
| <b>Program Service<br/>Revenue</b>                                | 2 a                                                            | CONFERENCE & WORKSHOPS                                                                                                                       | Business Code  | 900099               | 98,740.                                         | 98,740.                                 |                                                                  |
|                                                                   | b                                                              | EDUCATOR TRAININGS                                                                                                                           |                | 900099               | 9,800.                                          | 9,800.                                  |                                                                  |
|                                                                   | c                                                              | PARTNERSHIP WORK                                                                                                                             |                | 900099               | 7,500.                                          | 7,500.                                  |                                                                  |
|                                                                   | d                                                              | SPEAKING ENGAGEMENTS                                                                                                                         |                | 900099               | 4,850.                                          | 4,850.                                  |                                                                  |
|                                                                   | e                                                              | RESEARCH SERVICES                                                                                                                            |                | 900099               | 1,000.                                          | 1,000.                                  |                                                                  |
|                                                                   | f                                                              | All other program service revenue .....                                                                                                      |                |                      |                                                 |                                         |                                                                  |
|                                                                   | g                                                              | <b>Total.</b> Add lines 2a-2f .....                                                                                                          |                | 121,890.             |                                                 |                                         |                                                                  |
| <b>Other Revenue</b>                                              | 3                                                              | Investment income (including dividends, interest, and<br>other similar amounts) .....                                                        |                |                      | 4,827.                                          |                                         | 4,827.                                                           |
|                                                                   | 4                                                              | Income from investment of tax-exempt bond proceeds .....                                                                                     |                |                      |                                                 |                                         |                                                                  |
|                                                                   | 5                                                              | Royalties .....                                                                                                                              |                |                      |                                                 |                                         |                                                                  |
|                                                                   | 6 a                                                            | Gross rents .....                                                                                                                            | (i) Real       | (ii) Personal        |                                                 |                                         |                                                                  |
|                                                                   | b                                                              | Less: rental expenses .....                                                                                                                  |                |                      |                                                 |                                         |                                                                  |
|                                                                   | c                                                              | Rental income or (loss) .....                                                                                                                |                |                      |                                                 |                                         |                                                                  |
|                                                                   | d                                                              | Net rental income or (loss) .....                                                                                                            |                |                      |                                                 |                                         |                                                                  |
|                                                                   | 7 a                                                            | Gross amount from sales of<br>assets other than inventory .....                                                                              | (i) Securities | (ii) Other           |                                                 |                                         |                                                                  |
|                                                                   | b                                                              | Less: cost or other basis<br>and sales expenses .....                                                                                        |                |                      |                                                 |                                         |                                                                  |
|                                                                   | c                                                              | Gain or (loss) .....                                                                                                                         |                |                      |                                                 |                                         |                                                                  |
|                                                                   | d                                                              | Net gain or (loss) .....                                                                                                                     |                |                      |                                                 |                                         |                                                                  |
|                                                                   | 8 a                                                            | Gross income from fundraising events (not<br>including \$ 1,908,081. of<br>contributions reported on line 1c). See<br>Part IV, line 18 ..... | a              |                      | 357,877.                                        |                                         |                                                                  |
|                                                                   | b                                                              | Less: direct expenses .....                                                                                                                  | b              |                      | 357,877.                                        |                                         |                                                                  |
|                                                                   | c                                                              | Net income or (loss) from fundraising events .....                                                                                           |                |                      | 0.                                              |                                         |                                                                  |
|                                                                   | 9 a                                                            | Gross income from gaming activities. See<br>Part IV, line 19 .....                                                                           | a              |                      |                                                 |                                         |                                                                  |
|                                                                   | b                                                              | Less: direct expenses .....                                                                                                                  | b              |                      |                                                 |                                         |                                                                  |
|                                                                   | c                                                              | Net income or (loss) from gaming activities .....                                                                                            |                |                      |                                                 |                                         |                                                                  |
| 10 a                                                              | Gross sales of inventory, less returns<br>and allowances ..... | a                                                                                                                                            |                | 81,845.              |                                                 |                                         |                                                                  |
| b                                                                 | Less: cost of goods sold .....                                 | b                                                                                                                                            |                | 49,520.              |                                                 |                                         |                                                                  |
| c                                                                 | Net income or (loss) from sales of inventory .....             |                                                                                                                                              |                | 32,325.              | 32,325.                                         |                                         |                                                                  |
| Miscellaneous Revenue                                             |                                                                |                                                                                                                                              | Business Code  |                      |                                                 |                                         |                                                                  |
| 11 a                                                              | OTHER INCOME                                                   |                                                                                                                                              | 900099         | 31,690.              |                                                 | 31,690.                                 |                                                                  |
| b                                                                 | LOSS ON COLLECTION                                             |                                                                                                                                              | 900099         | -9,700.              |                                                 | -9,700.                                 |                                                                  |
| c                                                                 |                                                                |                                                                                                                                              |                |                      |                                                 |                                         |                                                                  |
| d                                                                 | All other revenue .....                                        |                                                                                                                                              |                |                      |                                                 |                                         |                                                                  |
| e                                                                 | <b>Total.</b> Add lines 11a-11d .....                          |                                                                                                                                              |                | 21,990.              |                                                 |                                         |                                                                  |
| 12                                                                | <b>Total revenue.</b> See instructions. ....                   |                                                                                                                                              |                | 8,244,175.           | 154,215.                                        | 0.                                      | 26,861.                                                          |



**Part IX Statement of Functional Expenses**

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

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

☒ X

| Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.                                                                                                                        | (A)<br>Total expenses | (B)<br>Program service expenses | (C)<br>Management and general expenses | (D)<br>Fundraising expenses |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|---------------------------------|----------------------------------------|-----------------------------|
| 1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21                                                                                                | 17,500.               | 17,500.                         |                                        |                             |
| 2 Grants and other assistance to domestic individuals. See Part IV, line 22                                                                                                                           | 13,629.               | 13,629.                         |                                        |                             |
| 3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16                                                                    | 36,000.               | 36,000.                         |                                        |                             |
| 4 Benefits paid to or for members                                                                                                                                                                     |                       |                                 |                                        |                             |
| 5 Compensation of current officers, directors, trustees, and key employees                                                                                                                            | 724,649.              | 585,144.                        | 61,865.                                | 77,640.                     |
| 6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)                                                       |                       |                                 |                                        |                             |
| 7 Other salaries and wages                                                                                                                                                                            | 2,336,137.            | 1,771,015.                      | 203,842.                               | 361,280.                    |
| 8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)                                                                                                  |                       |                                 |                                        |                             |
| 9 Other employee benefits                                                                                                                                                                             | 290,677.              | 223,123.                        | 28,242.                                | 39,312.                     |
| 10 Payroll taxes                                                                                                                                                                                      | 300,152.              | 233,726.                        | 24,297.                                | 42,129.                     |
| 11 Fees for services (non-employees):                                                                                                                                                                 |                       |                                 |                                        |                             |
| a Management                                                                                                                                                                                          |                       |                                 |                                        |                             |
| b Legal                                                                                                                                                                                               |                       |                                 |                                        |                             |
| c Accounting                                                                                                                                                                                          | 41,576.               | 31,915.                         | 3,730.                                 | 5,931.                      |
| d Lobbying                                                                                                                                                                                            | 2,520.                | 2,520.                          |                                        |                             |
| e Professional fundraising services. See Part IV, line 17                                                                                                                                             | 196,110.              |                                 |                                        | 196,110.                    |
| f Investment management fees                                                                                                                                                                          |                       |                                 |                                        |                             |
| g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)                                                                                             | 758,534.              | 495,411.                        | 2,182.                                 | 260,941.                    |
| 12 Advertising and promotion                                                                                                                                                                          |                       |                                 |                                        |                             |
| 13 Office expenses                                                                                                                                                                                    | 187,820.              | 141,021.                        | 11,870.                                | 34,929.                     |
| 14 Information technology                                                                                                                                                                             |                       |                                 |                                        |                             |
| 15 Royalties                                                                                                                                                                                          |                       |                                 |                                        |                             |
| 16 Occupancy                                                                                                                                                                                          | 805,582.              | 619,608.                        | 86,282.                                | 99,692.                     |
| 17 Travel                                                                                                                                                                                             | 583,025.              | 546,666.                        | 276.                                   | 36,083.                     |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials                                                                                                     |                       |                                 |                                        |                             |
| 19 Conferences, conventions, and meetings                                                                                                                                                             |                       |                                 |                                        |                             |
| 20 Interest                                                                                                                                                                                           |                       |                                 |                                        |                             |
| 21 Payments to affiliates                                                                                                                                                                             |                       |                                 |                                        |                             |
| 22 Depreciation, depletion, and amortization                                                                                                                                                          | 119,154.              | 91,161.                         | 11,053.                                | 16,940.                     |
| 23 Insurance                                                                                                                                                                                          | 26,352.               | 20,229.                         | 2,364.                                 | 3,759.                      |
| 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 <b>PRINTING AND PUBLICATIO</b>                                                                                                                                                                      | 319,052.              | 263,011.                        | 893.                                   | 55,148.                     |
| b <b>MISCELLANEOUS EXPENSES</b>                                                                                                                                                                       | 246,770.              | 188,351.                        | 20,826.                                | 37,593.                     |
| c <b>SUBSCRIPTIONS AND DUES</b>                                                                                                                                                                       | 180,974.              | 166,209.                        | 5,044.                                 | 9,721.                      |
| d <b>POSTAGE AND SHIPPING</b>                                                                                                                                                                         | 60,705.               | 41,935.                         | 781.                                   | 17,989.                     |
| e All other expenses                                                                                                                                                                                  | 28,942.               | 19,179.                         | 6,220.                                 | 3,543.                      |
| <b>25 Total functional expenses.</b> Add lines 1 through 24e                                                                                                                                          | <b>7,275,860.</b>     | <b>5,507,353.</b>               | <b>469,767.</b>                        | <b>1,298,740.</b>           |
| 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)



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

|                                                                                                                            |                                                                                                                                                                                                                                                                                                                     | (A)<br>Beginning of year                                                                                                                            |            | (B)<br>End of year |
|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|------------|--------------------|
| <b>Assets</b>                                                                                                              | 1 Cash - non-interest-bearing                                                                                                                                                                                                                                                                                       | 2,093,582.                                                                                                                                          | 1          | 2,567,340.         |
|                                                                                                                            | 2 Savings and temporary cash investments                                                                                                                                                                                                                                                                            | 358,070.                                                                                                                                            | 2          | 358,070.           |
|                                                                                                                            | 3 Pledges and grants receivable, net                                                                                                                                                                                                                                                                                | 1,148,372.                                                                                                                                          | 3          | 2,082,154.         |
|                                                                                                                            | 4 Accounts receivable, net                                                                                                                                                                                                                                                                                          | 33,174.                                                                                                                                             | 4          | 17,492.            |
|                                                                                                                            | 5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L                                                                                                                                               |                                                                                                                                                     | 5          |                    |
|                                                                                                                            | 6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L |                                                                                                                                                     | 6          |                    |
|                                                                                                                            | 7 Notes and loans receivable, net                                                                                                                                                                                                                                                                                   |                                                                                                                                                     | 7          |                    |
|                                                                                                                            | 8 Inventories for sale or use                                                                                                                                                                                                                                                                                       | 42,151.                                                                                                                                             | 8          | 51,557.            |
|                                                                                                                            | 9 Prepaid expenses and deferred charges                                                                                                                                                                                                                                                                             | 124,418.                                                                                                                                            | 9          | 134,268.           |
|                                                                                                                            | 10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D                                                                                                                                                                                                                             | 10a 840,186.                                                                                                                                        |            |                    |
|                                                                                                                            | b Less: accumulated depreciation                                                                                                                                                                                                                                                                                    | 10b 499,003.                                                                                                                                        | 10c        | 341,183.           |
|                                                                                                                            | 11 Investments - publicly traded securities                                                                                                                                                                                                                                                                         | 56,958.                                                                                                                                             | 11         | 59,085.            |
|                                                                                                                            | 12 Investments - other securities. See Part IV, line 11                                                                                                                                                                                                                                                             |                                                                                                                                                     | 12         |                    |
|                                                                                                                            | 13 Investments - program-related. See Part IV, line 11                                                                                                                                                                                                                                                              |                                                                                                                                                     | 13         |                    |
|                                                                                                                            | 14 Intangible assets                                                                                                                                                                                                                                                                                                |                                                                                                                                                     | 14         |                    |
|                                                                                                                            | 15 Other assets. See Part IV, line 11                                                                                                                                                                                                                                                                               | 6,559.                                                                                                                                              | 15         | 6,509.             |
| 16 <b>Total assets.</b> Add lines 1 through 15 (must equal line 34)                                                        | 4,297,981.                                                                                                                                                                                                                                                                                                          | 16                                                                                                                                                  | 5,617,658. |                    |
| <b>Liabilities</b>                                                                                                         | 17 Accounts payable and accrued expenses                                                                                                                                                                                                                                                                            | 833,639.                                                                                                                                            | 17         | 1,014,689.         |
|                                                                                                                            | 18 Grants payable                                                                                                                                                                                                                                                                                                   |                                                                                                                                                     | 18         |                    |
|                                                                                                                            | 19 Deferred revenue                                                                                                                                                                                                                                                                                                 | 67,550.                                                                                                                                             | 19         | 143,950.           |
|                                                                                                                            | 20 Tax-exempt bond liabilities                                                                                                                                                                                                                                                                                      |                                                                                                                                                     | 20         |                    |
|                                                                                                                            | 21 Escrow or custodial account liability. Complete Part IV of Schedule D                                                                                                                                                                                                                                            |                                                                                                                                                     | 21         |                    |
|                                                                                                                            | 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L                                                                                                                             |                                                                                                                                                     | 22         |                    |
|                                                                                                                            | 23 Secured mortgages and notes payable to unrelated third parties                                                                                                                                                                                                                                                   |                                                                                                                                                     | 23         |                    |
|                                                                                                                            | 24 Unsecured notes and loans payable to unrelated third parties                                                                                                                                                                                                                                                     |                                                                                                                                                     | 24         |                    |
|                                                                                                                            | 25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D                                                                                                                                            | 371,392.                                                                                                                                            | 25         | 415,816.           |
|                                                                                                                            | 26 <b>Total liabilities.</b> Add lines 17 through 25                                                                                                                                                                                                                                                                | 1,272,581.                                                                                                                                          | 26         | 1,574,455.         |
|                                                                                                                            | <b>Net Assets or Fund Balances</b>                                                                                                                                                                                                                                                                                  | Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34. |            |                    |
| 27 Unrestricted net assets                                                                                                 |                                                                                                                                                                                                                                                                                                                     | 1,540,614.                                                                                                                                          | 27         | 3,155,864.         |
| 28 Temporarily restricted net assets                                                                                       |                                                                                                                                                                                                                                                                                                                     | 1,484,786.                                                                                                                                          | 28         | 887,339.           |
| 29 Permanently restricted net assets                                                                                       |                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                     | 29         |                    |
| Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> 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 <b>Total net assets or fund balances</b>                                                                                |                                                                                                                                                                                                                                                                                                                     | 3,025,400.                                                                                                                                          | 33         | 4,043,203.         |
| 34 <b>Total liabilities and net assets/fund balances</b>                                                                   |                                                                                                                                                                                                                                                                                                                     | 4,297,981.                                                                                                                                          | 34         | 5,617,658.         |

Form 990 (2017)



**Part XI Reconciliation of Net Assets**

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

☒

|    |                                                                                                                |    |            |
|----|----------------------------------------------------------------------------------------------------------------|----|------------|
| 1  | Total revenue (must equal Part VIII, column (A), line 12)                                                      | 1  | 8,244,175. |
| 2  | Total expenses (must equal Part IX, column (A), line 25)                                                       | 2  | 7,275,860. |
| 3  | Revenue less expenses. Subtract line 2 from line 1                                                             | 3  | 968,315.   |
| 4  | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))                      | 4  | 3,025,400. |
| 5  | Net unrealized gains (losses) on investments                                                                   | 5  | -32.       |
| 6  | Donated services and use of facilities                                                                         | 6  |            |
| 7  | Investment expenses                                                                                            | 7  |            |
| 8  | Prior period adjustments                                                                                       | 8  |            |
| 9  | Other changes in net assets or fund balances (explain in Schedule O)                                           | 9  | 49,520.    |
| 10 | Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B)) | 10 | 4,043,203. |

**Part XII Financial Statements and Reporting**

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

☒

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

Form 990 (2017)



**SCHEDULE A**  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

**Public Charity Status and Public Support**

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.  
▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2017**

Open to Public  
Inspection

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

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

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

- 1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ).)
- 3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: \_\_\_\_\_
- 5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8 ☐ A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: \_\_\_\_\_
- 10 ☐ An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
- a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
- b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
- c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
- d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
- e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f Enter the number of supported organizations \_\_\_\_\_
- g Provide the following information about the supported organization(s).

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



**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) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|-----------|
| 1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....                                                                                                  | 4383498. | 5561129. | 5447002. | 6751027. | 8063099. | 30205755. |
| 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 .....                                                                                                                                                                        | 4383498. | 5561129. | 5447002. | 6751027. | 8063099. | 30205755. |
| 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) ..... |          |          |          |          |          | 3195879.  |
| 6 Public support. Subtract line 5 from line 4.                                                                                                                                                              |          |          |          |          |          | 27009876. |

**Section B. Total Support**

| Calendar year (or fiscal year beginning in) ►                                                                                                                                          | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total                |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|--------------------------|
| 7 Amounts from line 4 .....                                                                                                                                                            | 4383498. | 5561129. | 5447002. | 6751027. | 8063099. | 30205755.                |
| 8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....                                                | 9,156.   | 3,038.   | 3,106.   | 2,460.   | 4,827.   | 22,587.                  |
| 9 Net income from unrelated business activities, whether or not the business is regularly carried on .....                                                                             |          |          |          |          |          |                          |
| 10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....                                                                               | 53,877.  | 6,040.   | 71,388.  | 137,305. | 21,990.  | 290,600.                 |
| 11 Total support. Add lines 7 through 10 .....                                                                                                                                         |          |          |          |          |          | 30518942.                |
| 12 Gross receipts from related activities, etc. (see instructions) .....                                                                                                               |          |          |          |          | 12       | 464,612.                 |
| 13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here ..... |          |          |          |          |          | <input type="checkbox"/> |

**Section C. Computation of Public Support Percentage**

|                                                                                                                                                                                                                                                                                                                                                                                                       |    |       |                                     |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|-------|-------------------------------------|
| 14 Public support percentage for 2017 (line 6, column (f) divided by line 11, column (f)) .....                                                                                                                                                                                                                                                                                                       | 14 | 88.50 | %                                   |
| 15 Public support percentage from 2016 Schedule A, Part II, line 14 .....                                                                                                                                                                                                                                                                                                                             | 15 | 87.70 | %                                   |
| 16a 33 1/3% support test - 2017. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization .....                                                                                                                                                                            |    |       | <input checked="" type="checkbox"/> |
| b 33 1/3% support test - 2016. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization .....                                                                                                                                                                         |    |       | <input type="checkbox"/>            |
| 17a 10% -facts-and-circumstances test - 2017. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization .....    |    |       | <input type="checkbox"/>            |
| b 10% -facts-and-circumstances test - 2016. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ..... |    |       | <input type="checkbox"/>            |
| 18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions .....                                                                                                                                                                                                                                                           |    |       | <input type="checkbox"/>            |

Schedule A (Form 990 or 990-EZ) 2017



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

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

**Section A. Public Support**

| Calendar year (or fiscal year beginning in) ►                                                                                                                                    | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|-----------|
| 1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....                                                                       |          |          |          |          |          |           |
| 2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose ..... |          |          |          |          |          |           |
| 3 Gross receipts from activities that are not an unrelated trade or business under section 513 .....                                                                             |          |          |          |          |          |           |
| 4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....                                                                          |          |          |          |          |          |           |
| 5 The value of services or facilities furnished by a governmental unit to the organization without charge .....                                                                  |          |          |          |          |          |           |
| 6 <b>Total.</b> Add lines 1 through 5 .....                                                                                                                                      |          |          |          |          |          |           |
| 7a Amounts included on lines 1, 2, and 3 received from disqualified persons .....                                                                                                |          |          |          |          |          |           |
| b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year .....           |          |          |          |          |          |           |
| c Add lines 7a and 7b .....                                                                                                                                                      |          |          |          |          |          |           |
| 8 <b>Public support.</b> (Subtract line 7c from line 6.) .....                                                                                                                   |          |          |          |          |          |           |

**Section B. Total Support**

| Calendar year (or fiscal year beginning in) ►                                                                                                                                                        | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total                |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|--------------------------|
| 9 Amounts from line 6 .....                                                                                                                                                                          |          |          |          |          |          |                          |
| 10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....                                                            |          |          |          |          |          |                          |
| b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 .....                                                                                      |          |          |          |          |          |                          |
| c Add lines 10a and 10b .....                                                                                                                                                                        |          |          |          |          |          |                          |
| 11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on .....                                                                 |          |          |          |          |          |                          |
| 12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....                                                                                             |          |          |          |          |          |                          |
| 13 <b>Total support.</b> (Add lines 9, 10c, 11, and 12.) .....                                                                                                                                       |          |          |          |          |          |                          |
| 14 <b>First five years.</b> 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 <b>stop here</b> ..... |          |          |          |          |          | <input type="checkbox"/> |

**Section C. Computation of Public Support Percentage**

|                                                                                                 |    |   |
|-------------------------------------------------------------------------------------------------|----|---|
| 15 Public support percentage for 2017 (line 8, column (f) divided by line 13, column (f)) ..... | 15 | % |
| 16 Public support percentage from 2016 Schedule A, Part III, line 15 .....                      | 16 | % |

**Section D. Computation of Investment Income Percentage**

|                                                                                                      |    |   |
|------------------------------------------------------------------------------------------------------|----|---|
| 17 Investment income percentage for 2017 (line 10c, column (f) divided by line 13, column (f)) ..... | 17 | % |
| 18 Investment income percentage from 2016 Schedule A, Part III, line 17 .....                        | 18 | % |

19a **33 1/3% support tests - 2017.** 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 - 2016.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization .....

☐

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

☐



**Part IV Supporting Organizations**

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

**Section A. All Supporting Organizations**

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



**Part IV** **Supporting Organizations** (continued)

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

**Section B. Type I Supporting Organizations**

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

**Section C. Type II Supporting Organizations**

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

**Section D. All Type III Supporting Organizations**

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

**Section E. Type III Functionally Integrated Supporting Organizations**

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



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

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

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

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

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

Schedule A (Form 990 or 990-EZ) 2017



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

| Section D - Distributions                                                                                                                    | Current Year |
|----------------------------------------------------------------------------------------------------------------------------------------------|--------------|
| 1 Amounts paid to supported organizations to accomplish exempt purposes                                                                      |              |
| 2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity      |              |
| 3 Administrative expenses paid to accomplish exempt purposes of supported organizations                                                      |              |
| 4 Amounts paid to acquire exempt-use assets                                                                                                  |              |
| 5 Qualified set-aside amounts (prior IRS approval required)                                                                                  |              |
| 6 Other distributions (describe in Part VI). See instructions.                                                                               |              |
| 7 <b>Total annual distributions.</b> Add lines 1 through 6.                                                                                  |              |
| 8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions. |              |
| 9 Distributable amount for 2017 from Section C, line 6                                                                                       |              |
| 10 Line 8 amount divided by line 9 amount                                                                                                    |              |

| Section E - Distribution Allocations (see instructions)                                                                                                                   | (i)<br>Excess Distributions | (ii)<br>Underdistributions<br>Pre-2017 | (iii)<br>Distributable<br>Amount for 2017 |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|----------------------------------------|-------------------------------------------|
| 1 Distributable amount for 2017 from Section C, line 6                                                                                                                    |                             |                                        |                                           |
| 2 Underdistributions, if any, for years prior to 2017 (reasonable cause required- explain in Part VI). See instructions.                                                  |                             |                                        |                                           |
| 3 Excess distributions carryover, if any, to 2017                                                                                                                         |                             |                                        |                                           |
| a                                                                                                                                                                         |                             |                                        |                                           |
| b From 2013                                                                                                                                                               |                             |                                        |                                           |
| c From 2014                                                                                                                                                               |                             |                                        |                                           |
| d From 2015                                                                                                                                                               |                             |                                        |                                           |
| e From 2016                                                                                                                                                               |                             |                                        |                                           |
| f <b>Total</b> of lines 3a through e                                                                                                                                      |                             |                                        |                                           |
| g Applied to underdistributions of prior years                                                                                                                            |                             |                                        |                                           |
| h Applied to 2017 distributable amount                                                                                                                                    |                             |                                        |                                           |
| i Carryover from 2012 not applied (see instructions)                                                                                                                      |                             |                                        |                                           |
| j Remainder. Subtract lines 3g, 3h, and 3i from 3f.                                                                                                                       |                             |                                        |                                           |
| 4 Distributions for 2017 from Section D, line 7: \$                                                                                                                       |                             |                                        |                                           |
| a Applied to underdistributions of prior years                                                                                                                            |                             |                                        |                                           |
| b Applied to 2017 distributable amount                                                                                                                                    |                             |                                        |                                           |
| c Remainder. Subtract lines 4a and 4b from 4.                                                                                                                             |                             |                                        |                                           |
| 5 Remaining underdistributions for years prior to 2017, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions. |                             |                                        |                                           |
| 6 Remaining underdistributions for 2017. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.                        |                             |                                        |                                           |
| 7 <b>Excess distributions carryover to 2018.</b> Add lines 3j and 4c.                                                                                                     |                             |                                        |                                           |
| 8 Breakdown of line 7:                                                                                                                                                    |                             |                                        |                                           |
| a Excess from 2013                                                                                                                                                        |                             |                                        |                                           |
| b Excess from 2014                                                                                                                                                        |                             |                                        |                                           |
| c Excess from 2015                                                                                                                                                        |                             |                                        |                                           |
| d Excess from 2016                                                                                                                                                        |                             |                                        |                                           |
| e Excess from 2017                                                                                                                                                        |                             |                                        |                                           |

Schedule A (Form 990 or 990-EZ) 2017



## Part VI

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

SCHEDULE A, PART II, LINE 10, EXPLANATION FOR OTHER INCOME

## MISC. INCOME



**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.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2017**

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

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 foundationCheck 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, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

**Special Rules**

- ☒ For an organization described in section 501(c)(3) 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), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions 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 an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III.
- ☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled 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. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ..... ▶ \$ .....

**Caution:** An organization that isn't covered by the General Rule and/or the Special Rules doesn't 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 its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

LHA For Paperwork Reduction Act Notice, see the instructions for Form 990, 990-EZ, or 990-PF. Schedule B (Form 990, 990-EZ, or 990-PF) (2017)

**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.**  
▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

OMB No. 1545-0047

**2017**

Open to Public  
Inspection

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

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

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

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

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

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

Name of organization

GLSEN, INC.

Employer identification number

04-3234202

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

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

2 Political campaign activity expenditures

▶ \$

3 Volunteer hours for political campaign activities

▶

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

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

▶ \$

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

▶ \$

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

☐ Yes ☐ No

4a Was a correction made?

☐ Yes ☐ No

b If "Yes," describe in Part IV.

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

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

▶ \$

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527

exempt function activities

▶ \$

3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL,

line 17b

▶ \$

4 Did the filing organization file Form 1120-POL for this year?

☐ Yes ☐ No

5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

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

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

Schedule C (Form 990 or 990-EZ) 2017

LHA

732041 11-09-17



**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<br>(The term "expenditures" means amounts paid or incurred.)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                    | (a) Filing organization's totals                | (b) Affiliated group totals                              |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|-------------------------------------------------|----------------------------------------------------------|--------------------|-------------------------------|-----------------------------------------|--------------------------------------------------|-------------------------------------------|----------------------------------------------------|--------------------------------------------|---------------------------------------------------|-------------------|--------------|--|--|
| <b>1a</b> Total lobbying expenditures to influence public opinion (grass roots lobbying) .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                    |                                                 |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>b</b> Total lobbying expenditures to influence a legislative body (direct lobbying) .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                    | 2,520.                                          |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>c</b> Total lobbying expenditures (add lines 1a and 1b) .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                    | 2,520.                                          |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>d</b> Other exempt purpose expenditures .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                    | 7,273,340.                                      |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>e</b> Total exempt purpose expenditures (add lines 1c and 1d) .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                    | 7,275,860.                                      |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>f</b> Lobbying nontaxable amount. Enter the amount from the following table in both columns.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                    | 513,793.                                        |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <table border="1"> <thead> <tr> <th>If the amount on line 1e, column (a) or (b) is:</th> <th>The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table> |                                                    | If the amount on line 1e, column (a) or (b) is: | The lobbying nontaxable amount is:                       | Not over \$500,000 | 20% of the amount on line 1e. | Over \$500,000 but not over \$1,000,000 | \$100,000 plus 15% of the excess over \$500,000. | Over \$1,000,000 but not over \$1,500,000 | \$175,000 plus 10% of the excess over \$1,000,000. | Over \$1,500,000 but not over \$17,000,000 | \$225,000 plus 5% of the excess over \$1,500,000. | Over \$17,000,000 | \$1,000,000. |  |  |
| If the amount on line 1e, column (a) or (b) is:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | The lobbying nontaxable amount is:                 |                                                 |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| Not over \$500,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 20% of the amount on line 1e.                      |                                                 |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| Over \$500,000 but not over \$1,000,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$100,000 plus 15% of the excess over \$500,000.   |                                                 |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| Over \$1,000,000 but not over \$1,500,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | \$175,000 plus 10% of the excess over \$1,000,000. |                                                 |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| Over \$1,500,000 but not over \$17,000,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$225,000 plus 5% of the excess over \$1,500,000.  |                                                 |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| Over \$17,000,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | \$1,000,000.                                       |                                                 |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>g</b> Grassroots nontaxable amount (enter 25% of line 1f) .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                    | 128,448.                                        |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>h</b> Subtract line 1g from line 1a. If zero or less, enter -0- .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                    | 0.                                              |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>i</b> Subtract line 1f from line 1c. If zero or less, enter -0- .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                    | 0.                                              |                                                          |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |
| <b>j</b> If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? .....                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                    |                                                 | <input type="checkbox"/> Yes <input type="checkbox"/> No |                    |                               |                                         |                                                  |                                           |                                                    |                                            |                                                   |                   |              |  |  |

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

| Lobbying Expenditures During 4-Year Averaging Period                |          |          |          |          |            |
|---------------------------------------------------------------------|----------|----------|----------|----------|------------|
| Calendar year<br>(or fiscal year beginning in)                      | (a) 2014 | (b) 2015 | (c) 2016 | (d) 2017 | (e) Total  |
| <b>2a</b> Lobbying nontaxable amount                                | 451,632. | 501,542. | 512,418. | 513,793. | 1,979,385. |
| <b>b</b> Lobbying ceiling amount<br>(150% of line 2a, column(e))    |          |          |          |          | 2,969,078. |
| <b>c</b> Total lobbying expenditures                                | 90,000.  | 101,000. | 32,262.  | 2,520.   | 225,782.   |
| <b>d</b> Grassroots nontaxable amount                               | 112,908. | 125,386. | 128,105. | 128,448. | 494,847.   |
| <b>e</b> Grassroots ceiling amount<br>(150% of line 2d, column (e)) |          |          |          |          | 742,271.   |
| <b>f</b> Grassroots lobbying expenditures                           |          |          |          |          |            |

Schedule C (Form 990 or 990-EZ) 2017





**SCHEDULE D**  
(Form 990)

Department of the Treasury  
Internal Revenue Service

**Supplemental Financial Statements**

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

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2017**

Open to Public  
Inspection

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

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

|                                                                                                                                                                                                                                                                                                                                      | (a) Donor advised funds | (b) Funds and other accounts |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|------------------------------|
| 1 Total number at end of year .....                                                                                                                                                                                                                                                                                                  |                         |                              |
| 2 Aggregate value of contributions to (during year) .....                                                                                                                                                                                                                                                                            |                         |                              |
| 3 Aggregate value of 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? ..... <input type="checkbox"/> Yes <input type="checkbox"/> 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? ..... <input type="checkbox"/> Yes <input type="checkbox"/> No |                         |                              |

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

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

|                                                                                              |                                                                             |
|----------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|
| <input type="checkbox"/> Preservation of land for public use (e.g., recreation or education) | <input type="checkbox"/> Preservation of a historically important land area |
| <input type="checkbox"/> Protection of natural habitat                                       | <input type="checkbox"/> Preservation of a certified historic structure     |
| <input type="checkbox"/> 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 7/25/06, 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, handling of violations, and enforcing conservation easements during the year ▶ .....

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ .....

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

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

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

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

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

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

|                                                           |            |
|-----------------------------------------------------------|------------|
| (i) Revenue included on Form 990, Part VIII, line 1 ..... | ▶ \$ ..... |
| (ii) Assets included in Form 990, Part X .....            | ▶ \$ ..... |

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 Revenue included on Form 990, Part VIII, line 1 ..... | ▶ \$ ..... |
| b Assets included in Form 990, Part X .....             | ▶ \$ ..... |

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

Schedule D (Form 990) 2017

732051 10-09-17



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

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

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

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

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

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

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

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

|    | Amount |
|----|--------|
| 1c |        |
| 1d |        |
| 1e |        |
| 1f |        |

- c Beginning balance .....  
 d Additions during the year .....  
 e Distributions during the year .....  
 f Ending balance .....

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

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

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

|                                                        | (a) Current year | (b) Prior year | (c) Two years back | (d) Three years back | (e) Four years back |
|--------------------------------------------------------|------------------|----------------|--------------------|----------------------|---------------------|
| 1a Beginning of year balance .....                     |                  |                |                    |                      |                     |
| b Contributions .....                                  |                  |                |                    |                      |                     |
| c Net investment earnings, gains, and losses .....     |                  |                |                    |                      |                     |
| d Grants or scholarships .....                         |                  |                |                    |                      |                     |
| e Other expenditures for facilities and programs ..... |                  |                |                    |                      |                     |
| f Administrative expenses .....                        |                  |                |                    |                      |                     |
| g End of year balance .....                            |                  |                |                    |                      |                     |

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 ▶ \_\_\_\_\_ %  
 c Temporarily restricted endowment ▶ \_\_\_\_\_ %

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

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

- (i) unrelated organizations .....  
 (ii) related organizations .....

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

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

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

**Part VI Land, Buildings, and Equipment.**

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

| Description of property                                                                                | (a) Cost or other basis (investment) | (b) Cost or other basis (other) | (c) Accumulated depreciation | (d) Book value |
|--------------------------------------------------------------------------------------------------------|--------------------------------------|---------------------------------|------------------------------|----------------|
| 1a Land .....                                                                                          |                                      |                                 |                              |                |
| b Buildings .....                                                                                      |                                      |                                 |                              |                |
| c Leasehold improvements .....                                                                         |                                      | 207,556.                        | 43,242.                      | 164,314.       |
| d Equipment .....                                                                                      |                                      | 243,335.                        | 213,069.                     | 30,266.        |
| e Other .....                                                                                          |                                      | 389,295.                        | 242,692.                     | 146,603.       |
| <b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.) |                                      |                                 |                              | 341,183.       |

Schedule D (Form 990) 2017



**Part VII Investments - Other Securities.**

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

| (a) Description of security or category (including name of security)      | (b) Book value | (c) Method of valuation: Cost or end-of-year market value |
|---------------------------------------------------------------------------|----------------|-----------------------------------------------------------|
| (1) Financial derivatives .....                                           |                |                                                           |
| (2) Closely-held equity interests .....                                   |                |                                                           |
| (3) Other .....                                                           |                |                                                           |
| (A) .....                                                                 |                |                                                           |
| (B) .....                                                                 |                |                                                           |
| (C) .....                                                                 |                |                                                           |
| (D) .....                                                                 |                |                                                           |
| (E) .....                                                                 |                |                                                           |
| (F) .....                                                                 |                |                                                           |
| (G) .....                                                                 |                |                                                           |
| (H) .....                                                                 |                |                                                           |
| <b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶ |                |                                                           |

**Part VIII Investments - Program Related.**

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

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

**Part IX Other Assets.**

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

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

**Part X Other Liabilities.**

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

| 1. (a) Description of liability                                             | (b) Book value |
|-----------------------------------------------------------------------------|----------------|
| (1) Federal income taxes                                                    |                |
| (2) DEFERRED RENT                                                           | 415,816.       |
| (3) .....                                                                   |                |
| (4) .....                                                                   |                |
| (5) .....                                                                   |                |
| (6) .....                                                                   |                |
| (7) .....                                                                   |                |
| (8) .....                                                                   |                |
| (9) .....                                                                   |                |
| <b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶ |                |

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII ☒

Schedule D (Form 990) 2017

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

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

|   |                                                                                 |    |            |
|---|---------------------------------------------------------------------------------|----|------------|
| 1 | Total revenue, gains, and other support per audited financial statements        | 1  | 8,345,776. |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12:             |    |            |
| a | Net unrealized gains (losses) on investments                                    | 2a | -32.       |
| b | Donated services and use of facilities                                          | 2b | 52,113.    |
| c | Recoveries of prior year grants                                                 | 2c |            |
| d | Other (Describe in Part XIII.)                                                  | 2d | 49,520.    |
| e | Add lines 2a through 2d                                                         | 2e | 101,601.   |
| 3 | Subtract line 2e from line 1                                                    | 3  | 8,244,175. |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line 1:            |    |            |
| a | Investment expenses not included on Form 990, Part VIII, line 7b                | 4a |            |
| b | Other (Describe in Part XIII.)                                                  | 4b |            |
| c | Add lines 4a and 4b                                                             | 4c | 0.         |
| 5 | Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) | 5  | 8,244,175. |

**Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**

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

|   |                                                                                  |    |            |
|---|----------------------------------------------------------------------------------|----|------------|
| 1 | Total expenses and losses per audited financial statements                       | 1  | 7,327,973. |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25:                |    |            |
| a | Donated services and use of facilities                                           | 2a | 52,113.    |
| b | Prior year adjustments                                                           | 2b |            |
| c | Other losses                                                                     | 2c |            |
| d | Other (Describe in Part XIII.)                                                   | 2d |            |
| e | Add lines 2a through 2d                                                          | 2e | 52,113.    |
| 3 | Subtract line 2e from line 1                                                     | 3  | 7,275,860. |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1:               |    |            |
| a | Investment expenses not included on Form 990, Part VIII, line 7b                 | 4a |            |
| b | Other (Describe in Part XIII.)                                                   | 4b |            |
| c | Add lines 4a and 4b                                                              | 4c | 0.         |
| 5 | Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.) | 5  | 7,275,860. |

**Part XIII Supplemental Information.**

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

**PART X, LINE 2:**

GLSEN FOLLOWS THE ACCOUNTING STANDARD FOR UNCERTAINTY IN INCOME TAXES.

THE STANDARD PRESCRIBES A MINIMUM RECOGNITION THRESHOLD AND MEASUREMENT

METHODOLOGY THAT A TAX POSITION TAKEN OR EXPECTED TO BE TAKEN IN A TAX

RETURN IS REQUIRED TO MEET BEFORE BEING RECOGNIZED IN THE FINANCIAL

STATEMENTS. IT ALSO PROVIDES GUIDANCE FOR DE-RECOGNITION, CLASSIFICATION,

INTEREST AND PENALTIES, ACCOUNTING IN INTERIM PERIODS, DISCLOSURE AND

TRANSITION. GLSEN IS SUBJECT TO REGULAR AUDIT BY TAX AUTHORITIES.

MANAGEMENT BELIEVES THAT IT HAS APPROPRIATE SUPPORT FOR THE POSITIONS

TAKEN ON ITS TAX RETURNS. IN ASSESSING THE RELIABILITY OF TAX BENEFITS,

MANAGEMENT CONSIDERS WHETHER IT IS MORE LIKELY THAN NOT THAT SOME PORTION

OR ALL OF ANY TAX POSITION WILL NOT BE REALIZED. NONETHELESS, THE AMOUNTS



**Part XIII** Supplemental Information *(continued)*

ULTIMATELY PAID, IF ANY, UPON RESOLUTION OF THE ISSUES RAISED BY THE  
TAXING AUTHORITIES MAY DIFFER MATERIALLY FROM THE AMOUNTS FILED.

MANAGEMENT BELIEVES THAT ITS NONPROFIT STATUS WOULD BE SUSTAINED UPON  
EXAMINATION.

**PART XI, LINE 2D - OTHER ADJUSTMENTS:**

SALES OF INVENTORY - COST OF GOODS SOLD 49,520.

**SCHEDULE F**  
**(Form 990)**Department of the Treasury  
Internal Revenue Service**Statement of Activities Outside the United States**

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

▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2017**Open to Public  
Inspection

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

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

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

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

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

| (a) Region                                          | (b) Number of offices in the region | (c) Number of employees, agents, and independent contractors in the region | (d) Activities conducted in the region (by type) (such as, fundraising, program services, investments, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in the region | (f) Total expenditures for and investments in the region |
|-----------------------------------------------------|-------------------------------------|----------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| PACIFIC ISLAND                                      | 0                                   | 0                                                                          | PROGRAM SERVICES                                                                                                                                   | RESEARCH REPORT                                                                                        | 36,000.                                                  |
| NORTH AMERICA                                       | 0                                   | 0                                                                          | PROGRAM SERVICES                                                                                                                                   | TRAVEL EXPENSES CIES<br>CONFERENCE IN MEXICO<br>CITY                                                   | 10,810.                                                  |
| SOUTH AMERICA                                       | 0                                   | 0                                                                          | PROGRAM SERVICES                                                                                                                                   | DESING, PRODUCTION &<br>TRANSLATION SERVICES<br>LATIN AMERICA RESEARCH<br>REPORT                       | 10,418.                                                  |
| EUROPE                                              | 0                                   | 0                                                                          | PROGRAM SERVICES                                                                                                                                   | TRAVEL EXPENSES ILGA<br>CONFERENCE IN WARSAW &<br>TRIP TO LITHUANIA                                    | 7,970.                                                   |
| EUROPE                                              | 0                                   | 0                                                                          | PROGRAM SERVICES                                                                                                                                   | TECHNICAL ASISTANCE -<br>LITHUANIA RESEARCH<br>REPORT                                                  | 1,859.                                                   |
| PACIFIC ISLAND                                      | 0                                   | 0                                                                          | PROGRAM SERVICES                                                                                                                                   | TRAVEL EXPENSES TO FIJI                                                                                | 139.                                                     |
|                                                     |                                     |                                                                            |                                                                                                                                                    |                                                                                                        |                                                          |
|                                                     |                                     |                                                                            |                                                                                                                                                    |                                                                                                        |                                                          |
| 3 a Sub-total .....                                 | 0                                   | 0                                                                          |                                                                                                                                                    |                                                                                                        | 67,196.                                                  |
| b Total from continuation<br>sheets to Part I ..... | 0                                   | 0                                                                          |                                                                                                                                                    |                                                                                                        | 0.                                                       |
| c Totals (add lines 3a<br>and 3b) .....             | 0                                   | 0                                                                          |                                                                                                                                                    |                                                                                                        | 67,196.                                                  |

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

Schedule F (Form 990) 2017









**Part IV Foreign Forms**

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

Schedule F (Form 990) 2017

**Part V** Supplemental Information

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

**PART I, LINE 2:**

GLSEN PROVIDES OVERSIGHT AND DIRECTION ON THE DEVELOPMENT, ADMINISTRATION AND ANALYSIS OF COUNTRY-SPECIFIC SURVEYS FOR LGBT STUDENTS, IN PARTNERSHIPS WITH NGOS AND OTHER PARTICIPATING NGOS IN THE REGION, THIS INCLUDES: ONLINE SURVEY CAPABILITY, DEVELOPMENT OF SURVEY INSTRUMENT AND OUTREACH MATERIALS, DATA ANALYSIS, CREATION OF COUNTRY-SPECIFIC REPORTS, DISSEMINATION OF FINDINGS TO VARIOUS AUDIENCIES (E.G., PRACTITIONERS, ACADEMICS, POLICYMAKERS). THE NGO IN CHARGE OF THE PROJECT AND GLSEN HAVE BIWEEKLY PHONE MEETINGS TO REPORT ON PROGRESS OF THE PROJECT, AS WELL THE NGO PARTNER IN THE REGION HAS BIWEEKLY MEETINGS WITH EACH OF OTHER REGIONAL PARTNERS. IN ADDITION, THERE ARE MONTHLY PROGRESS PHONE CONFERENCES, A SEMI-ANNUAL FINANCIAL ACCOUNTING IN WRITING OF ANY GLSEN FUNDS.

**PART II COLUMN (D)****YOUTH CHAMPS 4 MENTAL HEALTH IN FIJI - PURPOSE:**

GLSEN AND YC4MH COLLABORATE ON AN INITIATIVE TO INCREASE THE RESEARCH AND ADVOCACY CAPACITY OF YC4MH THAT IS ALREADY WORKING ON LGBT YOUTH AND EDUCATION ISSUES IN FIJI. THIS PROJECT IS A STARTING POINT FOR FUTURE COLLABORATIONS WITH OTHER LGBT YOUTH AND/OR EDUCATION ORGANIZATIONS IN THE PACIFIC ISLANDS. SPECIFICALLY, AS PART OF THIS INITIATIVE, GLSEN AND YC4MH WILL COLLABORATE ON: 1) INCREASING NGO CAPACITY TO CONDUCT RESEARCH, 2) INCREASING NGO CAPACITY TO USE RESEARCH FINDINGS FOR PROGRAMMATIC EFFORTS AND ADVOCACY PURPOSES, AND 3) ESTABLISHING YC4MH AS A REGIONAL EXPERT TO WORK WITH OTHER ORGANIZATIONS IN THE PACIFIC ISLANDS INTERESTED IN DEVELOPING THEIR RESEARCH FOR ADVOCACY SKILLS IN THE FIELD OF LGBT YOUTH EDUCATION



**Part V** Supplemental Information

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

ISSUES.TIMEFRAME FOR THE FIRST TWO OBJECTIVES OF THE MOU COMMENCED IN  
OCT/2016 WITH THE FIJI NATIONAL SURVEY AND RUN THOROUGH JUNE/18 WITH THE  
FINAL RESEARCH REPORT.

GRANTEE AND GLSEN HAVE BIWEEKLY PHONE MEETINGS TO REPORT ON PROGRESS  
WITH THE PROJECT, SIMILARLY, THE GRANTEE HAVE PROGRESS MEETINGS AT  
LEAST BIWEEKLY WITH EACH OF THE OTHER REGIONAL PARTNERS. GRANTEE  
COMMITTS TO A SEMMIANNUAL FINANCIAL ACCOUNTING IN WRITING OF ANY GLSEN  
FUNDS.

Department of the Treasury  
Internal Revenue Service

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest instructions.

OMB No. 1545-0047

2017

**Open to Public Inspection**

Name of the organization

GLSEN, INC.

Employer identification number  
04-3234202

|        |                                                                                                                                                                      |            |
|--------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|
| Part I | <b>Fundraising Activities.</b> Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part. | 04-0254202 |
|        |                                                                                                                                                                      |            |

- 1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.
- |                                                                        |                                                                             |
|------------------------------------------------------------------------|-----------------------------------------------------------------------------|
| a <input checked="" type="checkbox"/> Mail solicitations               | e <input checked="" type="checkbox"/> Solicitation of non-government grants |
| b <input checked="" type="checkbox"/> Internet and email solicitations | f <input type="checkbox"/> Solicitation of government grants                |
| c <input type="checkbox"/> Phone solicitations                         | g <input checked="" type="checkbox"/> Special fundraising events            |
| d <input checked="" type="checkbox"/> In-person solicitations          |                                                                             |
- 2 a 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 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

| (i) Name and address of individual or entity (fundraiser)   | (ii) Activity             | (iii) Did fundraiser have custody or control of contributions? |    | (iv) Gross receipts from activity | (v) Amount paid to (or retained by) fundraiser listed in col. (i) | (vi) Amount paid to (or retained by) organization |
|-------------------------------------------------------------|---------------------------|----------------------------------------------------------------|----|-----------------------------------|-------------------------------------------------------------------|---------------------------------------------------|
|                                                             |                           | Yes                                                            | No |                                   |                                                                   |                                                   |
| STAMP EVENT MANAGEMENT, LLC -<br>130 W. 29TH STREET, 5TH    | SPECIAL EVENTS CONSULTING |                                                                | X  | 2,158,886.                        | 111,360.                                                          | 2,047,526.                                        |
| NEXT GENERATION FUNDRAISING<br>INC. - 1235 WESTLAKES DRIVE, | DIRECT MARKETING COUNSEL  |                                                                | X  | 130,855.                          | 84,750.                                                           | 46,105.                                           |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
|                                                             |                           |                                                                |    |                                   |                                                                   |                                                   |
| <b>Total</b> .....                                          |                           |                                                                |    | 2,289,741.                        | 196,110.                                                          | 2,093,631.                                        |

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

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

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

Schedule G (Form 990 or 990-EZ) 2017

SEE PART IV FOR CONTINUATIONS



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

|                 |                                                                       | (a) Event #1 | (b) Event #2 | (c) Other events | (d) Total events                |
|-----------------|-----------------------------------------------------------------------|--------------|--------------|------------------|---------------------------------|
|                 |                                                                       | RESPECT LA   | RESPECT NY   | 16               | (add col. (a) through col. (c)) |
|                 |                                                                       | (event type) | (event type) | (total number)   |                                 |
| Revenue         | 1 Gross receipts .....                                                | 1,311,610.   | 847,276.     | 107,072.         | 2,265,958.                      |
|                 | 2 Less: Contributions .....                                           | 1,153,761.   | 685,994.     | 68,326.          | 1,908,081.                      |
|                 | 3 Gross income (line 1 minus line 2) .....                            | 157,849.     | 161,282.     | 38,746.          | 357,877.                        |
| Direct Expenses | 4 Cash prizes .....                                                   |              |              |                  |                                 |
|                 | 5 Noncash prizes .....                                                |              |              |                  |                                 |
|                 | 6 Rent/facility costs .....                                           | 11,498.      |              | 7,471.           | 18,969.                         |
|                 | 7 Food and beverages .....                                            | 141,045.     | 156,594.     | 31,275.          | 328,914.                        |
|                 | 8 Entertainment .....                                                 |              |              |                  |                                 |
|                 | 9 Other direct expenses .....                                         | 5,306.       | 4,688.       |                  | 9,994.                          |
|                 | 10 Direct expense summary. Add lines 4 through 9 in column (d) .....  |              |              |                  | 357,877.                        |
|                 | 11 Net income summary. Subtract line 10 from line 3, column (d) ..... |              |              |                  | 0.                              |

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

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

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

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

b If "No," explain: \_\_\_\_\_

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

b If "Yes," explain: \_\_\_\_\_

- 11 Does the organization conduct gaming activities with nonmembers? ☐ Yes ☐ No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No
- 13 Indicate the percentage of gaming activity conducted in:
- |                               |     |   |
|-------------------------------|-----|---|
| a The organization's facility | 13a | % |
| b An outside facility         | 13b | % |
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ► \_\_\_\_\_

Address ► \_\_\_\_\_

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

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

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

Name ► \_\_\_\_\_

Address ► \_\_\_\_\_

- 16 Gaming manager information:

Name ► \_\_\_\_\_

Gaming manager compensation ► \$ \_\_\_\_\_

Description of services provided ► \_\_\_\_\_

☐ Director/officer☐ Employee☐ Independent contractor

- 17 Mandatory distributions:

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

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

**Part IV** Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.**SCHEDULE G, PART I, LINE 2B, LIST OF TEN HIGHEST PAID FUNDRAISERS:**

(I) NAME OF FUNDRAISER: STAMP EVENT MANAGEMENT, LLC

(I) ADDRESS OF FUNDRAISER:

130 W. 29TH STREET, 5TH FLOOR, NEW YORK, NY 10001

(I) NAME OF FUNDRAISER: NEXT GENERATION FUNDRAISING INC.

(I) ADDRESS OF FUNDRAISER:

1235 WESTLAKES DRIVE, SUITE 130, BERWYN, PA 19312



|                |                                                    |
|----------------|----------------------------------------------------|
| <b>Part IV</b> | <b>Supplemental Information</b> <i>(continued)</i> |
|----------------|----------------------------------------------------|

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

SCHEDULE I  
(Form 990)

Department of the Treasury  
Internal Revenue Service

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

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

▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

2017

Open to Public  
Inspection

Name of the organization

GLISEN, INC.

Employer identification number

04-3234202

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? .....

☒ Yes ☐ No

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

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

| 1 (a) Name and address of organization or government                                    | (b) EIN    | (c) IRC section (if applicable) | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of noncash assistance | (h) Purpose of grant or assistance |
|-----------------------------------------------------------------------------------------|------------|---------------------------------|--------------------------|-----------------------------------|-------------------------------------------------------|---------------------------------------|------------------------------------|
| STONEWALL NATIONAL MUSEUM & ARCHIVES - 1300 E. SUNRISE BLVD - FORT LAUDERDALE, FL 33304 | 65-0139829 | 501(c)(3)                       | 5,000.                   | 0.                                |                                                       |                                       | CONFERENCE SPONSORSHIP             |
|                                                                                         |            |                                 |                          |                                   |                                                       |                                       |                                    |
|                                                                                         |            |                                 |                          |                                   |                                                       |                                       |                                    |
|                                                                                         |            |                                 |                          |                                   |                                                       |                                       |                                    |
|                                                                                         |            |                                 |                          |                                   |                                                       |                                       |                                    |
|                                                                                         |            |                                 |                          |                                   |                                                       |                                       |                                    |
|                                                                                         |            |                                 |                          |                                   |                                                       |                                       |                                    |

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 .....

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

Schedule I (Form 990) (2017)



Part III

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

| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of non-cash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of noncash assistance |
|---------------------------------|--------------------------|--------------------------|-----------------------------------|-------------------------------------------------------|---------------------------------------|
| SURVEYS PARTICIPATION           | 50                       | 1,250.                   | 0.                                |                                                       |                                       |
| GSA SEED & STUDENT AWARD GRANTS | 50                       | 12,379.                  | 0.                                |                                                       |                                       |
|                                 |                          |                          |                                   |                                                       |                                       |
|                                 |                          |                          |                                   |                                                       |                                       |
|                                 |                          |                          |                                   |                                                       |                                       |

Part IV

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

PART I, LINE 2:

GLSEN INC PROVIDES SPONSORSHIP TO ORGANIZATIONS FOR EDUCATION EVENTS, SUMMITS & CONFERENCES - MEETINGS THAT ARE ALIGNED WITH GLSEN MISSION THROUGH PARTNERSHIP AGREEMENTS AND PARTICIPATION TO THE EVENT GLSEN MONITORS THE USE OF THE ASSISTANCE PROVIDED.

**SCHEDULE J  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Compensation Information**

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

OMB No. 1545-0047

**2017**

Open to Public  
Inspection

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

**Part I Questions Regarding Compensation**

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

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

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

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

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

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

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

- |                                                                                                |           |  |   |
|------------------------------------------------------------------------------------------------|-----------|--|---|
| <b>a</b> Receive a severance payment or change-of-control payment?                             | <b>4a</b> |  | X |
| <b>b</b> Participate in, or receive payment from, a supplemental nonqualified retirement plan? | <b>4b</b> |  | X |
| <b>c</b> Participate in, or receive payment from, an equity-based compensation arrangement?    | <b>4c</b> |  | 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), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.**

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

- |                                    |           |  |   |
|------------------------------------|-----------|--|---|
| <b>a</b> The organization?         | <b>5a</b> |  | X |
| <b>b</b> Any related organization? | <b>5b</b> |  | X |
- If "Yes" on line 5a or 5b, describe in Part III.

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

- |                                    |           |  |   |
|------------------------------------|-----------|--|---|
| <b>a</b> The organization?         | <b>6a</b> |  | X |
| <b>b</b> Any related organization? | <b>6b</b> |  | X |
- If "Yes" on line 6a or 6b, describe in Part III.

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

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

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

|    | Yes | No |
|----|-----|----|
| 1b |     |    |
| 2  |     |    |
| 4a |     | X  |
| 4b |     | X  |
| 4c |     | X  |
| 5a |     | X  |
| 5b |     | X  |
| 6a |     | X  |
| 6b |     | X  |
| 7  |     | X  |
| 8  |     | X  |
| 9  |     |    |

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

Schedule J (Form 990) 2017





|          |                          |
|----------|--------------------------|
| Part III | Supplemental Information |
|----------|--------------------------|

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

[illegible]



**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.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2017**

Open To Public  
Inspection

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

**Part I Excess Benefit Transactions** (section 501(c)(3), section 501(c)(4), and 501(c)(29) 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<br>(a) Name of disqualified person | (b) Relationship between disqualified person and organization | (c) Description of transaction | (d) Corrected? |    |
|--------------------------------------|---------------------------------------------------------------|--------------------------------|----------------|----|
|                                      |                                                               |                                | Yes            | No |
|                                      |                                                               |                                |                |    |
|                                      |                                                               |                                |                |    |
|                                      |                                                               |                                |                |    |
|                                      |                                                               |                                |                |    |
|                                      |                                                               |                                |                |    |
|                                      |                                                               |                                |                |    |

2 Enter the amount of tax incurred by 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-EZ, Part V, line 38a or Form 990, Part IV, line 26; or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22.

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

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 of assistance | (d) Type of assistance | (e) Purpose of assistance |
|-------------------------------|-----------------------------------------------------------------|--------------------------|------------------------|---------------------------|
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |
|                               |                                                                 |                          |                        |                           |

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

Schedule L (Form 990 or 990-EZ) 2017

**Part IV Business Transactions Involving Interested Persons.**

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

| (a) Name of interested person | (b) Relationship between interested person and the organization | (c) Amount of transaction | (d) Description of transaction | (e) Sharing of organization's revenues? |    |
|-------------------------------|-----------------------------------------------------------------|---------------------------|--------------------------------|-----------------------------------------|----|
|                               |                                                                 |                           |                                | Yes                                     | No |
| ARTHUR COLEMAN                | BOARD MEMBER OF GLS                                             | 105,000.                  | FEES FOR PO                    |                                         | X  |
|                               |                                                                 |                           |                                |                                         |    |
|                               |                                                                 |                           |                                |                                         |    |
|                               |                                                                 |                           |                                |                                         |    |
|                               |                                                                 |                           |                                |                                         |    |
|                               |                                                                 |                           |                                |                                         |    |
|                               |                                                                 |                           |                                |                                         |    |
|                               |                                                                 |                           |                                |                                         |    |
|                               |                                                                 |                           |                                |                                         |    |

**Part V Supplemental Information**

Provide additional information for responses to questions on Schedule L (see instructions).

SCH L, PART IV, BUSINESS TRANSACTIONS INVOLVING INTERESTED PERSONS:

(A) NAME OF PERSON: ARTHUR COLEMAN

(B) RELATIONSHIP BETWEEN INTERESTED PERSON AND ORGANIZATION:

BOARD MEMBER OF GLSEN

(D) DESCRIPTION OF TRANSACTION: FEES FOR POLICY AND ADVOCACY SERVICES.

SCH L, PART IV (D) DESCRIPTION OF TRANSACTION CONTINUED:

ARTHUR COLEMAN IS THE MANAGING PARTNER AND CO-FOUNDER OF EDUCATION

COUNSEL LLC, AN AFFILIATE OF NELSON MULLINS RILEY AND SCARBOROUGH LLP.

GLSEN HAS HAD A PRE-EXISTING CONTRACT WITH NELSON MULLINS RILEY &amp;

SCARBOROUGH LLP FOR MANY YEARS PRIOR TO MR. COLEMAN JOINING THE BOARD.

LAST YEAR GLSEN PAID NELSON MULLINS A MONTHLY RETAINER OF \$7,500 FOR A

TOTAL OF \$90,000 FOR POLICY CONSULTING FEES PLUS \$15,000 FOR BOYERTOWN

AMICUS COURT FILING.



**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.
- ▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2017**

Open To Public  
Inspection

Name of the organization

**GLSEN, INC.**

Employer identification number

**04-3234202**

**Part I** **Types of Property**

|                                                                       | (a)<br>Check if<br>applicable | (b)<br>Number of<br>contributions or<br>items contributed | (c)<br>Noncash contribution<br>amounts reported on<br>Form 990, Part VIII, line 1g | (d)<br>Method of determining<br>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 .....                                  |                               |                                                           |                                                                                    |                                                              |
| 6 Cars and other vehicles .....                                       |                               |                                                           |                                                                                    |                                                              |
| 7 Boats and planes .....                                              |                               |                                                           |                                                                                    |                                                              |
| 8 Intellectual property .....                                         |                               |                                                           |                                                                                    |                                                              |
| 9 Securities - Publicly traded .....                                  | X                             | 12                                                        | 93,399.                                                                            | FAIR MARKET VALUE ON                                         |
| 10 Securities - Closely held stock .....                              |                               |                                                           |                                                                                    |                                                              |
| 11 Securities - Partnership, LLC, or<br>trust interests .....         |                               |                                                           |                                                                                    |                                                              |
| 12 Securities - Miscellaneous .....                                   |                               |                                                           |                                                                                    |                                                              |
| 13 Qualified conservation contribution -<br>Historic structures ..... |                               |                                                           |                                                                                    |                                                              |
| 14 Qualified conservation contribution - Other ...                    |                               |                                                           |                                                                                    |                                                              |
| 15 Real estate - Residential .....                                    |                               |                                                           |                                                                                    |                                                              |
| 16 Real estate - Commercial .....                                     |                               |                                                           |                                                                                    |                                                              |
| 17 Real estate - Other .....                                          |                               |                                                           |                                                                                    |                                                              |
| 18 Collectibles .....                                                 |                               |                                                           |                                                                                    |                                                              |
| 19 Food inventory .....                                               |                               |                                                           |                                                                                    |                                                              |
| 20 Drugs and medical supplies .....                                   |                               |                                                           |                                                                                    |                                                              |
| 21 Taxidermy .....                                                    |                               |                                                           |                                                                                    |                                                              |
| 22 Historical artifacts .....                                         |                               |                                                           |                                                                                    |                                                              |
| 23 Scientific specimens .....                                         |                               |                                                           |                                                                                    |                                                              |
| 24 Archeological artifacts .....                                      |                               |                                                           |                                                                                    |                                                              |
| 25 Other ▶ ( DELTA FLIGHT )                                           | X                             | 61                                                        | 52,113.                                                                            | FAIR MARKET VALUE ON                                         |
| 26 Other ▶ ( GIFT CARDS )                                             | X                             | 2                                                         | 10,000.                                                                            | FAIR MARKET VALUE ON                                         |
| 27 Other ▶ ( )                                                        |                               |                                                           |                                                                                    |                                                              |
| 28 Other ▶ ( )                                                        |                               |                                                           |                                                                                    |                                                              |

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

29

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

Yes No

|     |  |   |
|-----|--|---|
|     |  |   |
| 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 nonstandard contributions? .....

|    |   |  |
|----|---|--|
| 31 | X |  |
|----|---|--|

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

|     |   |  |
|-----|---|--|
| 32a | X |  |
|-----|---|--|

b If "Yes," describe in Part II.

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

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

Schedule M (Form 990) 2017

**Part II**

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

SCHEDULE M, LINE 32B:

NON CASH CONTRIBUTIONS ARE SOLD THROUGH FIRST CLEARING,LLC ( A  
SUBSIDIARY OF WELLS FARGO & COMPANY), IT'S A CLEARING BROKER-DEALER  
REGISTERED WITH THE SECURITIES AND EXCHANGE COMMISSION (SEC) AND MEMBER  
OF THE NEW YORK STOCK EXCHANGE (NYSE).



**SCHEDULE O**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

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

▶ Attach to Form 990 or 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2017**

Open to Public  
Inspection

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

EDUCATION AND YOUTH PROGRAM DEPARTMENT PRODUCES RESEARCH-BASED TOOLS

(EDUCATOR GUIDES, CURRICULAR RESOURCES, TRAININGS AND EDUCATOR/STUDENT

LED INITIATIVES) THAT ENHANCE EDUCATOR AND STUDENT CAPACITY TO CREATE

THE KINDS OF RESPECTFUL, AFFIRMING AND LGBTQ- INCLUSIVE CLASSROOMS.

AMONG THIS IS BUILDING THE CAPACITY OF 4000 STUDENT-LED CLUBS, THE

WELL-KNOWN SAFE SPACE KIT, DAY OF SILENCE, NATIONAL TRAINING OF

TRAINERS WORKSHOPS, GLSEN'S NATIONAL STUDENT COUNCIL, CHANGING THE GAME

THE GLSEN SPORTS PROJECT INITIATIVE AND READY, SET, RESPECT! GLSEN'S

ELEMENTARY SCHOOL TOOLKIT.

THROUGH ITS PUBLIC POLICY DEPARTMENT, GLSEN ADVOCATES DIRECTLY WITH

PUBLIC OFFICIALS AT ALL LEVELS OF GOVERNMENT AND WITHIN COALITIONS FOR

POLICY AND LEGISLATIVE CHANGE THAT WILL CREATE AND SUPPORT SAFE AND

AFFIRMING SCHOOL ENVIRONMENTS FOR ALL STUDENTS. PUBLIC POLICY ALSO

REGULARLY LAUNCHES IMPACTFUL GRASSROOTS ADVOCACY CAMPAIGNS AND PROVIDES

LOGISTICAL AND STRATEGIC SUPPORT ACCROSS THE COUNTRY TO STATE AND LOCAL

ORGANIZATIONS, INCLUDING GLSEN CHAPTERS, WORKING TO FULFILL GLSEN'S

MISSION.

THE CHAPTER NETWORK IS GLSEN'S PRIMARY LOCAL PRESENCE. WORKS DIRECTLY

WITH SCHOOL ADMINISTRATORS, EDUCATORS, STUDENTS AND COMMUNITY PARTNERS

TO DELIVER PROGRAMMING TO MAKE SCHOOLS SAFE, INCLUSIVE, AND AFFIRMING

LEARNING ENVIRONMENTS FOR ALL STUDENTS, REGARDLESS OF SEXUAL

ORIENTATION, GENDER IDENTITY AND/OR GENDER EXPRESSION. THE CHAPTERS

PROVIDE DIRECTOR TRAINING FOR EDUCATORS AND HOLD EVENTS THAT CONVENE

STUDENT GLSAS AND OTHER CONSTITUENCIES TO BUILD THEIR CAPACITY TO

IMPROVE SCHOOL CLIMATE. THEY ALSO CONDUCT INITIATIVES TO INCREASE

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

Schedule O (Form 990 or 990-EZ) (2017)

732211 09-07-17

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

AWARNNESS OF GLSEN'S MISSION AND FUNDRAISE TO SUPPORT THEIR LOCAL WORK.

THERE ARE CURRENTLY 39 GLSEN CHAPTERS IN 26 STATES.

EXPENSES \$ 2,286,495. INCLUDING GRANTS OF \$ 29,879. REVENUE \$ 120,890.

FORM 990, PART VI, SECTION B, LINE 11B:

THE COMPLETED FORM 990 IS REVIEWED AND SIGNED OFF BY THE EXECUTIVE DIRECTOR, THE TREASURER AND THE AUDIT COMMITTEE. ONCE APPROVED BY THESE INDIVIDUALS, IT IS SENT TO THE ENTIRE BOARD. ONCE SENT TO THE BOARD, IT IS FILED WITH THE IRS.

FORM 990, PART VI, SECTION B, LINE 12C:

THE DIRECTORS, OFFICERS AND KEY EMPLOYEES ARE REQUIRED TO SUBMIT AN INTERESTED TRANSACTIONS DISCLOSURE FORM ON AN ANNUAL BASIS. THE FORM DETAILS ANY POTENTIAL CONFLICTS OF INTEREST THAT THEY OR A MEMBER OF THEIR FAMILY OR OTHER RELATED PARTY MAY HAVE IN REGARDS TO SERVING ON THE GLSEN BOARD OF DIRECTORS AND TRANSACTIONS OF THE ORGANIZATION. THE EXECUTIVE DIRECTOR ENSURES THAT DISCLOSURES ARE COLLECTED FROM ALL SUCH PERSONS. THE TREASURER REPORTS ANNUALLY TO THE BOARD ON ANY SUCH TRANSACTIONS. IF A CONFLICT IS FOUND TO EXIST, THE INDIVIDUAL WITH THE CONFLICT IS REQUIRED TO RECUSE HIMSELF OR HERSELF FROM THE DECISION MAKING AND VOTING RELATED TO SUCH CONFLICT.

FORM 990, PART VI, SECTION B, LINE 15:

THE EXECUTIVE COMMITTEE (WHICH CONSISTS OF ALL INDEPENDENT DIRECTORS) OF THE BOARD ANNUALLY SETS THE COMPENSATION FOR THE EXECUTIVE DIRECTOR AND REVIEWS AND APPROVES THE COMPENSATION OF THE TOP FINANCIAL POSITION (CHIEF OPERATING OFFICER) AND THE CHIEF RESEARCH & STRATEGY OFFICER. THE COMPENSATION IS BENCHMARKED AGAINST COMPARABLE POSITIONS USING PRM



Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

CONSULTING GROUP'S NONPROFIT SALARY SURVEY. CERTIFICATES OF THE EXECUTIVE COMMITTEE'S ACTIONS ARE PREPARED CONTEMPORANEOUSLY BY THE BOARD SECRETARY, APPROVED BY THE EXECUTIVE COMMITTEE AT THE NEXT MEETING, AND FILED IN THE EMPLOYEE'S PERSONNEL FILE. THE FULL BOARD IS INFORMED OF THE COMPENSATION REVIEW.

FORM 990, PART VI, LINE 17, LIST OF STATES RECEIVING COPY OF FORM 990:

AL, AR, CA, CT, FL, GA, HI, IL, KS, KY, MD, MA, MI, MN, MS, NH, NJ, NM, NY, NC, OK, OR, PA, RI, SC  
TN, UT, VA, WV, WI

FORM 990, PART VI, SECTION C, LINE 19:

GLSEN POSTS ITS MOST RECENT 990 FILING, AUDITED FINANCIAL STATEMENTS, INDEPENDENT AUDITOR'S REPORT, ANNUAL REPORT AND ITS IRS DETERMINATION LETTER ON ITS WEBSITE, WWW.GLSEN.ORG. OTHER ORGANIZATIONAL DOCUMENTS, SUCH AS GLSEN'S ARTICLES OF INCORPORATION, CURRENT BYLAWS AND CONFLICT OF INTEREST POLICY, ARE AVAILABLE UPON REQUEST.

FORM 990, PART IX, LINE 11G, OTHER FEES:

COMMUNICATION CONSULTANTS:

PROGRAM SERVICE EXPENSES 150,664.

MANAGEMENT AND GENERAL EXPENSES 0.

FUNDRAISING EXPENSES 0.

TOTAL EXPENSES 150,664.

PUBLIC POLICY CONSULTANTS:

PROGRAM SERVICE EXPENSES 115,597.

MANAGEMENT AND GENERAL EXPENSES 0.

FUNDRAISING EXPENSES 0.

Name of the organization

GLSEN, INC.

Employer identification number

04-3234202

TOTAL EXPENSES 115,597.

## TRAINERS &amp; COORDINATORS:

PROGRAM SERVICE EXPENSES 104,220.

MANAGEMENT AND GENERAL EXPENSES 0.

FUNDRAISING EXPENSES 0.

TOTAL EXPENSES 104,220.

## OTHER PROFESSIONAL FEES:

PROGRAM SERVICE EXPENSES 124,930.

MANAGEMENT AND GENERAL EXPENSES 2,182.

FUNDRAISING EXPENSES 260,941.

TOTAL EXPENSES 388,053.

TOTAL OTHER FEES ON FORM 990, PART IX, LINE 11G, COL A 758,534.

## FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

SALES OF INVENTORY - CGS 49,520.

## FORM 990, PART XII, LINE 2C:

THE PROCESS HAS NOT CHANGED SINCE THE PRIOR YEAR.