

109

Form 990-T

**Exempt Organization Business Income Tax Return**  
(and proxy tax under section 6033(e))

OMB No 1545-0687

For calendar year 2016 or other tax year beginning OCT 1, 2016, and ending SEP 30, 2017

**2016**

Department of the Treasury  
Internal Revenue Service

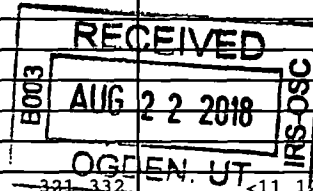
Information about Form 990-T and its instructions is available at [www.irs.gov/form990t](http://www.irs.gov/form990t).

Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

Open to Public Inspection for 501(c)(3) Organizations Only

<b>A</b> <input type="checkbox"/> Check box if address changed	<b>Name of organization</b> ( <input type="checkbox"/> Check box if name changed and see instructions.)	<b>D</b> Employer identification number (Employees' trust, see instructions)
<b>B</b> Exempt under section <input checked="" type="checkbox"/> 501(c)(3) ) <input type="checkbox"/> 408(e) <input type="checkbox"/> 220(e) <input type="checkbox"/> 408A <input type="checkbox"/> 530(a) <input type="checkbox"/> 529(a)	<b>Print or Type</b> <b>Focus on the Family</b> Number, street, and room or suite no. If a P.O. box, see instructions. 8605 Explorer Dr City or town, state or province, country, and ZIP or foreign postal code Colorado Springs, CO 80920	95-3188150  E Unrelated business activity codes (See instructions) 541800 900099
<b>C</b> Book value of all assets at end of year 71,344,141.	<b>F</b> Group exemption number (See instructions.)	
<b>G</b> Check organization type <input checked="" type="checkbox"/> 501(c) corporation <input type="checkbox"/> 501(c) trust <input type="checkbox"/> 401(a) trust <input type="checkbox"/> Other trust		
<b>H</b> Describe the organization's primary unrelated business activity. See Statement 1		
<b>I</b> During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If "Yes," enter the name and identifying number of the parent corporation.		
<b>J</b> The books are in care of Daniel R Mellema Telephone number 719-531-3400		

Part I Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a	Gross receipts or sales			
b	Less returns and allowances			
c	Balance			
2	Cost of goods sold (Schedule A, line 7)			
3	Gross profit. Subtract line 2 from line 1c			
4a	Capital gain net income (attach Schedule D)			
b	Net gain (loss) (Form 4797, Part II, line 17) (attach Form 4797)			
c	Capital loss deduction for trusts			
5	Income (loss) from partnerships and S corporations (attach statement)			
6	Rent income (Schedule C)			
7	Unrelated debt-financed income (Schedule E)			
8	Interest, annuities, royalties, and rents from controlled organizations (Sch. F)			
9	Investment income of a section 501(c)(7), (9), or (17) organization (Schedule G)			
10	Exploited exempt activity income (Schedule I)			
11	Advertising income (Schedule J)			
12	Other income (See instructions; attach schedule) See Statement 2			
13	Total. Combine lines 3 through 12	310,210.	321,332.	11,122.



Part II Deductions Not Taken Elsewhere (See instructions for limitations on deductions) (Except for contributions, deductions must be directly connected with the unrelated business income.)		
14	Compensation of officers, directors, and trustees (Schedule K)	
15	Salaries and wages	
16	Repairs and maintenance	
17	Bad debts	
18	Interest (attach schedule)	
19	Taxes and licenses	
20	Charitable contributions (See instructions for limitation rules) See Statement 5 See Statement 3	0.
21	Depreciation (attach Form 4562)	
22	Less depreciation claimed on Schedule A and elsewhere on return	
23	Depletion	
24	Contributions to deferred compensation plans	
25	Employee benefit programs	
26	Excess exempt expenses (Schedule I)	
27	Excess readership costs (Schedule J)	85,188.
28	Other deductions (attach schedule) See Statement 4	180,689.
29	Total deductions. Add lines 14 through 28	265,877.
30	Unrelated business taxable income before net operating loss deduction. Subtract line 29 from line 13	71,666.
31	Net operating loss deduction (limited to the amount on line 30) See Statement 6	71,666.
32	Unrelated business taxable income before specific deduction. Subtract line 31 from line 30	0.
33	Specific deduction (Generally \$1,000, but see line 33 instructions for exceptions)	1,000.
34	Unrelated business taxable income. Subtract line 33 from line 32. If line 33 is greater than line 32, enter the smaller of zero or line 32	0.

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**Part III Tax Computation****35 Organizations Taxable as Corporations.** See instructions for tax computation.Controlled group members (sections 1561 and 1563) check here ☐ See instructions and:**a** Enter your share of the \$50,000, \$25,000, and \$9,925,000 taxable income brackets (in that order):

(1) \$ (2) \$ (3) \$

**b** Enter organization's share of: (1) Additional 5% tax (not more than \$11,750) \$

(2) Additional 3% tax (not more than \$100,000) \$

**c** Income tax on the amount on line 34**35c** 0.**36 Trusts Taxable at Trust Rates.** See instructions for tax computation. Income tax on the amount on line 34 from:☐ Tax rate schedule or ☐ Schedule D (Form 1041)**36****37 Proxy tax.** See instructions**37****38 Alternative minimum tax****38****39 Tax on Non-Compliant Facility Income.** See instructions**39****40 Total.** Add lines 37, 38 and 39 to line 35c or 36, whichever applies**40** 0.**Part IV Tax and Payments****41a Foreign tax credit** (corporations attach Form 1118; trusts attach Form 1116)**41a****b** Other credits (see instructions)**41b****c** General business credit. Attach Form 3800**41c****d** Credit for prior year minimum tax (attach Form 8801 or 8827)**41d****e** Total credits. Add lines 41a through 41d**41e****42** Subtract line 41e from line 40**42** 0.**43** Other taxes. Check if from: ☐ Form 4255 ☐ Form 8611 ☐ Form 8697 ☐ Form 8866 ☐ Other (attach schedule)**43****44** Total tax. Add lines 42 and 43**44** 0.**45a** Payments: A 2015 overpayment credited to 2016**45a** 12,024.**b** 2016 estimated tax payments**45b****c** Tax deposited with Form 8868**45c****d** Foreign organizations: Tax paid or withheld at source (see instructions)**45d****e** Backup withholding (see instructions)**45e****f** Credit for small employer health insurance premiums (Attach Form 8941)**45f****g** Other credits and payments:☐ Form 2439☐ Form 4136 ☐ Other

Total

**45g****46** Total payments. Add lines 45a through 45g**46** 12,024.**47** Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐**47****48** Tax due. If line 46 is less than the total of lines 44 and 47, enter amount owed**48****49** Overpayment. If line 46 is larger than the total of lines 44 and 47, enter amount overpaid**49** 12,024.**50** Enter the amount of line 49 you want: Credited to 2017 estimated tax

12,024. Refunded

**50** 0.**Part V Statements Regarding Certain Activities and Other Information** (see instructions)**51** At any time during the 2016 calendar year, did the organization have an interest in or a signature or other authority over a financial account (bank, securities, or other) in a foreign country? If YES, the organization may have to file FinCEN Form 114, Report of Foreign Bank and Financial Accounts. If YES, enter the name of the foreign country here

Yes No

X

**52** During the tax year, did the organization receive a distribution from, or was it the grantor of, or transferor to, a foreign trust? If YES, see instructions for other forms the organization may have to file.

X

**53** Enter the amount of tax-exempt interest received or accrued during the tax year \$

Sign Here

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 taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer *David C. Moja* Date 8/15/18

CFO / Treasurer Title

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

Paid Preparer Use Only

Print/Type preparer's name

Preparer's signature

Date

Check ☐ if self-employed

PTIN

David C. Moja

*David C. Moja*

8/14/2018

P00747006

Firm's name Capin Crouse LLP

Firm's EIN 36-3990892

2435 Research Parkway, STE 200

Firm's address Colorado Springs, CO 80920

Phone no. 719-528-6225

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**Schedule A - Cost of Goods Sold.** Enter method of inventory valuation **N/A**

1 Inventory at beginning of year	1		6 Inventory at end of year	6	
2 Purchases	2		7 Cost of goods sold. Subtract line 6 from line 5. Enter here and in Part I, line 2	7	
3 Cost of labor	3				
4a Additional section 263A costs (attach schedule)	4a		8 Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization?	Yes	No
b Other costs (attach schedule)	4b				
5 Total. Add lines 1 through 4b	5				

**Schedule C - Rent Income (From Real Property and Personal Property Leased With Real Property)**

(see instructions)

## 1. Description of property

(1)
(2)
(3)
(4)

## 2. Rent received or accrued

(a) From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)	(b) From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)	3(a) Deductions directly connected with the income in columns 2(a) and 2(b) (attach schedule)
(1)		
(2)		
(3)		
(4)		
Total 0.	Total 0.	

(c) Total income. Add totals of columns 2(a) and 2(b). Enter here and on page 1, Part I, line 6, column (A)

(b) Total deductions. Enter here and on page 1, Part I, line 6, column (B)

0.

0.

**Schedule E - Unrelated Debt-Financed Income** (see instructions)

1. Description of debt-financed property		2. Gross income from or allocable to debt-financed property	3. Deductions directly connected with or allocable to debt-financed property	
			(a) Straight line depreciation (attach schedule)	(b) Other deductions (attach schedule)
(1)				
(2)				
(3)				
(4)				
4. Amount of average acquisition debt on or allocable to debt-financed property (attach schedule)	5. Average adjusted basis of or allocable to debt-financed property (attach schedule)	6. Column 4 divided by column 5	7. Gross income reportable (column 2 x column 6)	8. Allocable deductions (column 6 x total of columns 3(a) and 3(b))
(1)		%		
(2)		%		
(3)		%		
(4)		%		
Totals .....			Enter here and on page 1, Part I, line 7, column (A) 0.	Enter here and on page 1, Part I, line 7, column (B) 0.
Total dividends-received deductions included in column 8 .....				0.

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**Schedule F - Interest, Annuities, Royalties, and Rents From Controlled Organizations** (see instructions)

1. Name of controlled organization	2. Employer identification number	Exempt Controlled Organizations			
		3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					
<b>Nonexempt Controlled Organizations</b>					
7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10	
(1)					
(2)					
(3)					
(4)					
			Add columns 5 and 10 Enter here and on page 1, Part I, line 8, column (A)	Add columns 6 and 11 Enter here and on page 1, Part I, line 8, column (B)	
<b>Totals</b>			0.	0.	

**Schedule G - Investment Income of a Section 501(c)(7), (9), or (17) Organization** (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach schedule)	4. Set-asides (attach schedule)	5. Total deductions and set-asides (col 3 plus col 4)
(1)				
(2)				
(3)				
(4)				
		Enter here and on page 1, Part I, line 9, column (A)		Enter here and on page 1, Part I, line 9, column (B)
<b>Totals</b>		0.		0.

**Schedule I - Exploited Exempt Activity Income, Other Than Advertising Income** (see instructions)

1. Description of exploited activity	2. Gross unrelated business income from trade or business	3. Expenses directly connected with production of unrelated business income Stmt 8	4. Net income (loss) from unrelated trade or business (column 2 minus column 3). If a gain, compute cols 5 through 7	5. Gross income from activity that is not unrelated business income	6. Expenses attributable to column 5	7. Excess exempt expenses (column 6 minus column 5, but not more than column 4).
(1) Third party events	159,115.	112,823.	46,292.			
(2) Advertising	149,370.	208,509.	<59,139.>			
(3) Audio Studio and						
(4) Equipment Rental	1,725.		1,725.			
		Enter here and on page 1, Part I, line 10, col (A)	Enter here and on page 1, Part I, line 10, col (B)			Enter here and on page 1, Part II, line 28
<b>Totals</b>	310,210.	321,332.				0.

**Schedule J - Advertising Income** (see instructions)**Part I Income From Periodicals Reported on a Consolidated Basis**

1. Name of periodical	2. Gross advertising income	3. Direct advertising costs	4. Advertising gain or (loss) (col 2 minus col 3). If a gain, compute cols 5 through 7	5. Circulation income	6. Readership costs	7. Excess readership costs (column 6 minus column 5, but not more than column 4).
(1)						
(2)						
(3)						
(4) Statement 7						
<b>Totals (carry to Part II, line (5))</b>	242,460.	157,272.	85,188.	2,360,654.	4,160,280.	85,188.

**Part II** **Income From Periodicals Reported on a Separate Basis** (For each periodical listed in Part II, fill in columns 2 through 7 on a line-by-line basis )

1. Name of periodical	2. Gross advertising income	3. Direct advertising costs	4. Advertising gain or (loss) (col 2 minus col 3) If a gain, compute cols 5 through 7	5. Circulation income	6. Readership costs	7. Excess readership costs (column 6 minus column 5, but not more than column 4).
(1)						
(2)						
(3)						
(4)						
<b>Totals from Part I</b>	<b>242,460.</b>	<b>157,272.</b>				<b>85,188.</b>
	Enter here and on page 1, Part I, line 11, col (A)	Enter here and on page 1, Part I, line 11, col (B)				Enter here and on page 1, Part II, line 27
<b>Totals, Part II (lines 1-5)</b>	<b>242,460.</b>	<b>157,272.</b>				<b>85,188.</b>

**Schedule K - Compensation of Officers, Directors, and Trustees** (see instructions)

1. Name	2. Title	3. Percent of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
<b>Total. Enter here and on page 1, Part II, line 14</b>			<b>0.</b>

Form 990-T (2016)

Form 990-T	Description of Organization's Primary Unrelated Business Activity	Statement	1
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Advertising  
Third-party Events

To Form 990-T, Page 1

Form 990-T	Other Income	Statement	2
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Description	Amount
Tenant Service Income	263,477.
Total to Form 990-T, Page 1, line 12	263,477.

Form 990-T	Contributions	Statement	3
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Description/Kind of Property	Method Used to Determine FMV	Amount
Sched F Cash	N/A	1,185,628.
Books & materials	Book	46,202.
Sched I Cash	N/A	1,013,072.
Total to Form 990-T, Page 1, line 20		2,244,902.

Form 990-T	Other Deductions	Statement	4
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Description	Amount
Cleaning services	3,273.
Building maintenance	7,885.
Facilities repair	13,968.
Building supplies	665.
Building security	14,820.
Grounds care	19,434.
Secure trash pickup	1,688.
Building renovation	1,883.
Common area costs	9,233.
Utilities	78,932.
Amortization	28,908.
Total to Form 990-T, Page 1, line 28	180,689.

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Form 990-T	Contributions Summary	Statement	5
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## Qualified Contributions Subject to 100% Limit

## Carryover of Prior Years Unused Contributions

For Tax Year 2011

For Tax Year 2012

For Tax Year 2013

For Tax Year 2014

For Tax Year 2015

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1,628,655

Total Carryover

1,628,655

Total Current Year 10% Contributions

2,244,902

Total Contributions Available

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3,873,557

Taxable Income Limitation as Adjusted

0

Excess 10% Contributions

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3,873,557

Excess 100% Contributions

0

Total Excess Contributions

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3,873,557

Allowable Contributions Deduction

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0

Total Contribution Deduction

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0

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Form 990-T		Net Operating Loss Deduction		Statement	6
Tax Year	Loss Sustained	Loss Previously Applied	Loss Remaining	Available This Year	
09/30/16	108,923.	0.	108,923.	108,923.	
NOL Carryover Available This Year			108,923.	108,923.	

Form 990-T		Schedule J - Income from Periodicals Reported on a Consolidated Basis			Statement	7
Name of Periodical	Gross Adv Income	Direct Adv Costs	Circulation Income	Readership Costs		
Plugged In Online	63,129.	22,663.	0.	0.		
Family dot Org	24,962.	8,851.	0.	0.		
Focus on the Family Magazine	73,084.	53,728.	822.	1,255,982.		
The Truth Project	1,757.	370.	0.	0.		
Citizen Magazine	48,690.	22,678.	570,777.	645,711.		
AIO Clubhouse Magazine	20,938.	18,968.	935,229.	1,003,044.		
Clubhouse Jr Magazine	2,600.	9,231.	643,263.	839,730.		
AIO Get-in-the-show	750.	8,160.	0.	0.		
Boundless	4,850.	2,507.	0.	0.		
Brio Magazine	1,700.	10,116.	210,563.	415,813.		
To Fm 990-T, Sch J, Part I	242,460.	157,272.	2,360,654.	4,160,280.		

Form 990-T		Schedule I - Expenses Directly Connected with Production of Unrelated Business Income			Statement	8
Description	Activity Number	Amount	Total			
Wages and salaries		32,699.				
Temporary help		10,399.				
Catering costs		67,408.				
Miscellaneous		195.				
Uniforms		2,122.				
- SubTotal -	2		112,823.			
Ad sales lists		39,816.				
Ad sales emails		45,057.				
Commissions		14,015.				
Web resources		47,317.				



Focus on the Family

95-3188150

Promotion

- SubTotal -

3

62,304.

208,509.

Total of Form 990-T, Schedule I, Column 3

321,332.