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Form **990-T****Exempt Organization Business Income Tax Return**  
(and proxy tax under section 6033(e))

OMB No 1545-0687

**2017**For calendar year 2017 or other tax year beginning OCT 1, 2017 and ending SEP 30, 2018Go to [www.irs.gov/Form990T](http://www.irs.gov/Form990T) for instructions and the latest information.

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

Department of the Treasury  
Internal Revenue Service

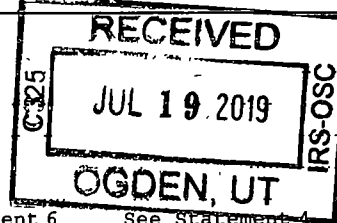
<b>A</b> <input type="checkbox"/> Check box if address changed	<b>Print or Type</b>	Name of organization ( <input type="checkbox"/> Check box if name changed and see instructions.)	<b>D</b> Employer identification number (Employees' trust, see instructions)
<b>B</b> Exempt under section <input checked="" type="checkbox"/> 501(c) <u>03</u>		Focus on the Family	95-3188150
<input type="checkbox"/> 408(e) <input type="checkbox"/> 220(e)		Number, street, and room or suite no. If a P.O. box, see instructions.	<b>E</b> Unrelated business activity codes (See instructions)
<input type="checkbox"/> 408A <input type="checkbox"/> 530(a)		8605 Explorer Dr	
<input type="checkbox"/> 529(a)		City or town, state or province, country, and ZIP or foreign postal code	541800 900099
<b>C</b> Book value of all assets at end of year		Colorado Springs, CO 80920	
66,449,046.		<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	

**H** Describe the organization's primary unrelated business activity. See Statement 1**I** During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? ☐ Yes ☒ No  
If "Yes," enter the name and identifying number of the parent corporation.**J** The books are in care of Daniel R Mellema Telephone number 719-531-3400

<b>Part I: Unrelated Trade or Business Income</b>		(A) Income	(B) Expenses	(C) Net
1a Gross receipts or sales				
b Less returns and allowances	c Balance	1c		
2 Cost of goods sold (Schedule A, line 7)		2		
3 Gross profit. Subtract line 2 from line 1c		3		
4a Capital gain net income (attach Schedule D)		4a		
b Net gain (loss) (Form 4797, Part II, line 17) (attach Form 4797)		4b		
c Capital loss deduction for trusts		4c		
5 Income (loss) from partnerships and S corporations (attach statement)		5		
6 Rent income (Schedule C)		6		
7 Unrelated debt-financed income (Schedule E)		7		
8 Interest, annuities, royalties, and rents from controlled organizations (Sch. F)		8		
9 Investment income of a section 501(c)(7), (9), or (17) organization (Schedule G)		9		
10 Exploited exempt activity income (Schedule I)		10	282,451.	325,698.
11 Advertising income (Schedule J)		11	216,518.	133,707.
12 Other income (See instructions; attach schedule) See Statement 3		12	331,642.	331,642.
13 <b>Total.</b> Combine lines 3 through 12		13	830,611.	459,405.

**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)	14	
15 Salaries and wages	15	
16 Repairs and maintenance	16	
17 Bad debts	17	
18 Interest (attach schedule)	18	
19 Taxes and licenses	19	
20 Charitable contributions (See instructions for limitation rules) See Statement 6 See Statement 4	20	0.
21 Depreciation (attach Form 4562)	21	
22 Less depreciation claimed on Schedule A and elsewhere on return	22a	22b
23 Depletion	23	
24 Contributions to deferred compensation plans	24	
25 Employee benefit programs	25	
26 Excess exempt expenses (Schedule I)	26	
27 Excess readership costs (Schedule J)	27	82,811.
28 Other deductions (attach schedule) See Statement 5	28	488,322.
29 <b>Total deductions.</b> Add lines 14 through 28	29	571,133.
30 Unrelated business taxable income before net operating loss deduction. Subtract line 29 from line 13	30	-199,927.
31 Net operating loss deduction (limited to the amount on line 30) See Statement 7	31	
32 Unrelated business taxable income before specific deduction. Subtract line 31 from line 30	32	-199,927.
33 Specific deduction (Generally \$1,000, but see line 33 instructions for exceptions)	33	1,000.
34 <b>Unrelated business taxable income.</b> Subtract line 33 from line 32. If line 33 is greater than line 32, enter the smaller of zero or line 32	34	-199,927.



SUMMER SEP 19 2019

**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**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)**37 Proxy tax.** See instructions**38 Alternative minimum tax****39 Tax on Non-Compliant Facility Income.** See instructions**40 Total.** Add lines 37, 38 and 39 to line 35c or 36, whichever applies

35c	0.
36	
37	
38	
39	
40	0.

**Part IV Tax and Payments****41a** Foreign tax credit (corporations attach Form 1118, trusts attach Form 1116)**b** Other credits (see instructions)**c** General business credit. Attach Form 3800**d** Credit for prior year minimum tax (attach Form 8801 or 8827)**e** Total credits. Add lines 41a through 41d**42** Subtract line 41e from line 40**43** Other taxes. Check if from: ☐ Form 4255 ☐ Form 8611 ☐ Form 8697 ☐ Form 8866 ☐ Other (attach schedule)**44** Total tax. Add lines 42 and 43**45a** Payments: A 2016 overpayment credited to 2017**b** 2017 estimated tax payments**c** Tax deposited with Form 8868**d** Foreign organizations: Tax paid or withheld at source (see instructions)**e** Backup withholding (see instructions)**f** Credit for small employer health insurance premiums (Attach Form 8941)**g** Other credits and payments:☐ Form 2439 ☐ Form 4136 ☐ Other

Total

**46** Total payments. Add lines 45a through 45g**47** Estimated tax penalty (see instructions). Check if Form 2220 is attached ☐**48** Tax due. If line 46 is less than the total of lines 44 and 47, enter amount owed**49** Overpayment. If line 46 is larger than the total of lines 44 and 47, enter amount overpaid**50** Enter the amount of line 49 you want: Credited to 2018 estimated tax

12,024. Refunded

41a	
41b	
41c	
41d	
41e	
42	0.
43	
44	0.
45a	12,024.
45b	
45c	
45d	
45e	
45f	
45g	
46	12,024.
47	
48	
49	12,024.
50	0.

**Part V Statements Regarding Certain Activities and Other Information** (see instructions)

**51** At any time during the 2017 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

**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.

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

Yes	No
	X
	X

<b>Sign Here</b>	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	Date	CFO / Treasurer	May the IRS discuss this return with the preparer shown below (see instructions)? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Paid Preparer Use Only</b>	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed PTIN
	Ted R. Batson, Jr.	<i>Ted R. Batson</i>	7/12/2019	P00721951
	Firm's name	Firm's EIN		
	2435 Research Parkway, STE 200		36-3990892	
	Firm's address	Phone no. 719-528-6225		
	Colorado Springs, CO 80920			

Form 990-T (2017)

**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.

**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)	Enter here and on page 1, Part I, line 7, column (B)
			0.	0.
Total dividends-received deductions included in column 8				0.

Form 990-T (2017)

**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)						

Nonexempt Controlled Organizations				
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 9	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	89,013.	76,867.	12,146.			
(2) Advertising	191,218.	248,831.	-57,613.			
(3) Audio Studio and						
(4) Equipment Rental	2,220.		2,220.			
	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 26
<b>Totals</b>	282,451.	325,698.				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 8						
<b>Totals (carry to Part II, line (5))</b>	216,518.	133,707.	82,811.	2,978,231.	4,528,855.	82,811.

**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>216,518.</b>	<b>133,707.</b>				<b>82,811.</b>
<b>Totals, Part II (lines 1-5)</b>	<b>216,518.</b>	<b>133,707.</b>				<b>82,811.</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 (2017)

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

To Form 990-T, Page 1

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Footnotes	Statement	2
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Election to waive the net operating loss carryback period for the year ending September 30, 2018:

Focus on the Family hereby elects, pursuant to Sec. 172(B)(3) of the Internal Revenue Code, to relinquish the entire carryback period with respect to the net operating loss incurred for the tax year ended September 30, 2018, and will have such loss available for carryforward only.

Form 990-T	Other Income	Statement	3
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Description	Amount
Tenant Service Income	331,642.
Total to Form 990-T, Page 1, line 12	331,642.

Form 990-T	Contributions	Statement	4
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Description/Kind of Property	Method Used to Determine FMV	Amount
Sched I Cash	N/A	1,846,231.
Total to Form 990-T, Page 1, line 20		1,846,231.

Form 990-T	Other Deductions	Statement	5
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Description	Amount
Custodia/maintenance staff	35,400.
Building maintenance	3,504.
Building supplies	12,273.
Service agreements	4,218.
Building renovation	5,946.
Common area costs	327,652.
Utilities	70,421.
Amortization	28,908.
Total to Form 990-T, Page 1, line 28	488,322.

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Form 990-T	Contributions Summary	Statement	6
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## Qualified Contributions Subject to 100% Limit

## Carryover of Prior Years Unused Contributions

For Tax Year 2012	
For Tax Year 2013	
For Tax Year 2014	
For Tax Year 2015	1,628,655
For Tax Year 2016	2,237,735

Total Carryover	3,866,390
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Total Current Year 10% Contributions	1,846,231
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Total Contributions Available	5,712,621
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Taxable Income Limitation as Adjusted	0
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Excess 10% Contributions	5,712,621
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Excess 100% Contributions	0
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Total Excess Contributions	5,712,621
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Allowable Contributions Deduction	0
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Total Contribution Deduction	0
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Form 990-T		Net Operating Loss Deduction		Statement	7
Tax Year	Loss Sustained	Loss Previously Applied	Loss Remaining	Available This Year	
09/30/16	108,923.	64,499.	44,424.	44,424.	
NOL Carryover Available This Year			44,424.	44,424.	

Form 990-T	Schedule J - Income from Periodicals Reported on a Consolidated Basis			Statement 8
Name of Periodical	Gross Adv Income	Direct Adv Costs	Circulation Income	Readership Costs
Plugged In Online	32,250.	8,514.	0.	0.
Family dot Org	72,827.	15,187.	0.	0.
Focus on the Family Magazine	56,701.	45,605.	0.	1,004,000.
The Truth Project	655.	140.	0.	0.
Citizen Magazine	38,750.	12,781.	511,664.	632,039.
AIO Clubhouse Magazine	5,590.	4,631.	1,068,326.	1,020,797.
Clubhouse Jr Magazine	1,640.	10,615.	694,034.	859,369.
Boundless	8,105.	1,679.	0.	0.
Brio Magazine	0.	34,555.	704,207.	1,012,650.
To Fm 990-T, Sch J, Part I	216,518.	133,707.	2,978,231.	4,528,855.

Form 990-T		Schedule I - Expenses Directly Connected with		Statement	9
Production of Unrelated Business Income					
Description	Activity Number	Amount	Total		
Wages and salaries		52,753.			
Temporary help		1,260.			
Catering costs		20,864.			
Miscellaneous		508.			
Uniforms		1,482.			
- SubTotal -	2		76,867.		
Ad sales lists		65,439.			
Ad sales emails		55,492.			
Commissions		11,435.			
Web resources		56,745.			
Promotion		59,668.			

Focus on the Family

95-3188150

Miscellaneous

- SubTotal - 3

52.

248,831.

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

325,698.