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Form 990

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

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

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

OMB No 1545-0047

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 01-01-2011 and ending 12-31-2011

B Check if applicable

☐ Address change

☐ Name change

☐ Initial return

☐ Terminated

☐ Amended return

☐ Application pending

C Name of organization

Educational Testing Service

Doing Business As

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

Room/suite

Rosedale Road MS 56D

City or town, state or country, and ZIP + 4

Princeton, NJ 08541

F Name and address of principal officer

Jack Hayon

Rosedale Road MS 56D

Princeton, NJ 08541

D Employer identification number

21-0634479

E Telephone number

(609) 921-9000

G Gross receipts \$ 1,056,144,343

I Tax-exempt status

☒ 501(c)(3)

☐ 501(c) ()

☐ (insert no)

☐ 4947(a)(1) or

☐ 527

J Website:

www ets org

K Form of organization

☒ Corporation

☐ Trust

☐ Association

☐ Other

L Year of formation

1947

M State of legal domicile

NY

Part I

Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities See Page 2, Part III, Question 1		
Revenue	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	19
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	18
	5 Total number of individuals employed in calendar year 2011 (Part V, line 2a)	5	22,034
	6 Total number of volunteers (estimate if necessary)	6	0
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	19,646,441
	b Net unrelated business taxable income from Form 990-T, line 34	7b	-1,532,585
Expenses			
	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	12,889,559	13,420,573
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	880,691,488	942,813,001
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2,725,711	2,981,345
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	63,544,566	78,408,437
		959,851,324	1,037,623,356
Net Assets or Fund Balances			
	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	1,901,440	2,102,608
	14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	296,640,545	329,076,624
	16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
	b Total fundraising expenses (Part IX, column (D), line 25) <input type="checkbox"/> 0		
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	634,561,649	679,879,355
	18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	933,103,634	1,011,058,587
	19 Revenue less expenses Subtract line 18 from line 12	26,747,690	26,564,769
	20 Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26)	665,006,780	731,362,873
	22 Net assets or fund balances Subtract line 21 from line 20	332,775,385	347,326,292
		332,231,395	384,036,581

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

Jack Hayon SVP & Chief Financial Officer

2012-11-12

Date

Paid Preparer's Use Only

Preparer's signature

Christine Kaweckı

Firm's name (or yours if self-employed), address, and ZIP + 4

Deloitte Tax LLP

2 Jericho Plaza

Jericho, NY 11753

Date

Check if self-employed ☐

Preparer's taxpayer identification number (see instructions)

P00743140

EIN ☐ 86-1065772

Phone no ☐ (516) 918-7000

May the IRS discuss this return with the preparer shown above? (see instructions)

☐ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2011)

Part III

Statement of Program Service Accomplishments

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

1

Briefly describe the organization’s mission

Educational Testing Service (ETS) was incorporated in 1947 by the Board of Regents for the Education Department of the State of New York as an educational organization to engage in research, services and other activities in the field of educational testing MISSIONOur mission is to help advance quality and equity in education by providing fair and valid assessments, research and related services Our products and services measure knowledge and skills, promote learning and performance, and support education and professional development for all people worldwide VISIONETS will be recognized as the global leader in providing fair and valid assessments, research and related products and services to help individuals make successful educational and career transitions throughout their lives, parents understand and use assessments and related products to help their children reach their full potential and teachers improve their practice through assessment and professional development

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

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?

If “Yes,” describe these changes on Schedule O

4

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

4a	(Code) (Expenses \$ 424,160,293 including grants of \$) (Revenue \$ 513,141,937)
	Higher Education ETS provides services to the College Board that relate to the testing of pre-college students and assisting in the transition from high school to college and to advanced college degrees Such services include designing, developing, administering, scoring and reporting for the SAT Reasoning and Subject tests (SAT I and SAT II), the Preliminary SAT/National Merit Scholarship Qualifying Test (PSAT/NMSQT), the Advanced Placement Program (AP), and the College Level Examination Program (CLEP) The SAT and PSAT tests are designed to measure verbal and mathematical reasoning ability, as well as to assess knowledge in subject specific test areas Along with high school records, these tests are used by colleges and universities as part of their admission evaluations as key predictors of likely academic success The AP Program offers detailed course descriptions and examinations for introductory advanced placement or credit when students enter college CLEP is a college-by-credit examination program for persons of any age to demonstrate college level knowledge In 2011, approximately 10.9 million tests were administered on behalf of the College Board Higher Education Division This division of ETS is responsible for the test development, test administration (primarily in a computer based testing environment) and scoring and reporting services for a graduate admissions testing program The Graduate Records Examination (GRE) tests verbal and quantitative reasoning and writing skills as well as selected subject areas, which are used to supplement the college records of students applying for admissions to graduate departments ETS has established the GRE Advisory council made up of public academic leaders and graduate school deans to provide direction for the program The test is also used for admission purposes by over 900 business schools and MBA programs worldwide In 2011, approximately 802 thousand applicants took the GRE test and/or services Teacher Licensure & Certification (TLC) TLC is significantly involved in the assessment, teaching and certification of teachers through its innovative PRAXIS Series PRAXIS I measures a candidate's basic skills in reading, writing and math, while PRAXIS II involves the assessment of teaching and performance skills in the classroom In addition, ETS is responsible for the development and delivery of assessments on behalf of the Texas Education Agency (TEA) These tests are delivered in a computer-based environment with some continuing paper & pencil testing In 2011, approximately 900 thousand applicants took these tests and/or these services (PRAXIS Series and TEA assessments) All of the activities described within Higher Education are classified as related activities

4b	(Code) (Expenses \$ 198,598,438 including grants of \$) (Revenue \$ 313,258,345)
	Global Division is responsible for carrying out ETS's mission primarily in markets outside the United States providing products and services that measure knowledge and skills, promote learning and performance and support education and professional development Its primary focus is on the design, development and delivery of English Language tests and assessments A college-level testing program developed and administered by ETS is the Test of English as a Foreign Language (TOEFL), a test designed to measure the academic English proficiency of students whose native language is not English The test is required by many universities to evaluate the degree to which international students have sufficient English language proficiency to pursue higher education on an English-speaking campus ETS has established the TOEFL Board, made up of public academic leaders and graduate school deans to provide direction for the program The program is primarily administered in a computer-based environment with some paper-based testing Other TOEFL assessments include TOEFL ITP, an institutional, two-skill test designed for use with adult learners, and The TOEFL Junior Standard test, an academic English proficiency test for younger students Global also is responsible for the development and administration of the Test of English in International Communication (TOEIC), a test of the ability of non-native English-speaking people to use English in everyday work activities TOEIC is delivered in a paper-based format as well as a computer-based environment Each family of tests also offer test prep products Both the TOEIC and the TOEFL tests are also used by immigration officials in the UK and Australia to evaluate certain visa applicants in support of their requirements, the Global Division has a channel distribution group, which has oversight responsibility for our world-wide test distributor network, as well as a client relations group, which manages relationships with TOEFL score user institutions The division also is responsible for the Global Institute, which provides instruction on assessment development and usage to education leaders, college and university staff, government officials and representatives of testing agencies both at its Princeton headquarters as well as in region

4c	(Code) (Expenses \$ 259,700,930 including grants of \$) (Revenue \$ 116,412,719)
	Elementary and Secondary Education (K12 Assessments), Research & Development, National Assessment of Educational Progress, English Language Learning, Policy Evaluation & Research Center and other supported activities K12 Assessments current large scale assessment business contracts in California include the High School Exit Examination (CAHSEE), the California Standardized Testing and Reporting (STAR) Program including additional alternative assessments for students with English Language learning challenges or of lesser abilities California Alternate Performance Assessment (CAPA), Standards-based Tests in Spanish (STS) and California Modified Assessment (CMA) assessment batteries, in addition to the regular California Standardized Test (CST), and General Educational Development (GED) scoring service for the California Department of Education These K12 Assessments measure levels of student achievement in the California public school system K-12 Assessments also has a subcontract in the state of California to perform psychometric work for the California English Language Development Test (CELDT) In addition, ETS provides the English Placement Test (EPT), Entry Level Mathematics Test (ELM) and Early Assessment Program (EAP) programs for the California State University System K12 Assessments has also been awarded assessment contracts in other states to measure the educational achievement and progress of K-12 students Those contracts include Maryland High School Assessment Program, a Wyoming statewide testing program, which is K-12s first full service contract, a test development and psychometric contract with the state of Washington, and a small research contract with the state of New York K-12 Assessments also has subcontracts for state assessments in Texas, Tennessee, Virginia, Mississippi, Florida and Colorado In addition to the State assessment contracts, ETS is the prime contractor or subcontractor for several SBAC and PARCC assessment programs which are being developed according to Federal Common Core Assessment initiatives K12 Assessments also contracts with the Southern Regional Educational Board, a non-profit consortium of states, dedicated to the pursuit of educational excellence, to develop and administer the High Schools That Work testing program that is designed to measure and improve educational instruction All of the activities within K-12 Assessments are classified as related activities, due to their role in educational assessment RESEARCH AND DEVELOPMENTResearch & Development provides educational measurement research and analysis, innovative assessment and product development, and informative policy studies to advance quality and equity in education for all people worldwide Research & Development ensures the technical quality and fairness of ETS's assessments and assessment-related services through excellence in assessment design, development, analysis and psychometric research Support for its research programs comes primarily from its own resources, support also comes from national governments and agencies and various private foundations NATIONAL ASSESSMENT OF EDUCATIONAL PROGRESS (NAEP) Considered the Nations Report Card, NAEP is a continuing series of academic content assessments of samples of students mandated by Congress and implemented by the National Center for Education Statistics ETS has held primary contracts for NAEP since 1983 ETS is responsible for the overall coordination, development of background questionnaires, test development, assessment design, test book preparation, data analysis and report preparation in print and on the NAEP website ETS POLICY AND EVALUATION & RESEARCH CENTER (PERC)The Policy Evaluation and Research Center (PERC) conduct research and analysis that address challenging education issues in the United States The primary focus of PERC's research and analysis are increasing overall educational achievement, and closing achievement gaps in representation, achievement and attainment between advantaged and disadvantaged groups PERC publishes and disseminates reports through its Policy Information Center reports and studies designed to increase understanding of education challenges and promote improvement of education and education policy and teaching practice SCHOLARSHIP & RECOGNITION PROGRAMS Scholarship & Recognition Programs (SRP) has experience providing outsourced scholarship program design and administration services to corporations and philanthropic organizations All of the activities within SRP are classified as unrelated business income Chauncey Conference CenterETS also operates a conference center, the revenues from which are classified as unrelated business income

	(Code) (Expenses \$ 2,102,608 including grants of \$ 2,102,608) (Revenue \$)
	Grants and other assistance to organizations and individuals inside and outside of the United States

4d	Other program services (Describe in Schedule O)
	(Expenses \$ 2,102,608 including grants of \$ 2,102,608) (Revenue \$)

4e	Total program service expenses \$ 884,562,269
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Part IV Checklist of Required Schedules

		Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A.	Yes	
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	Yes	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I.		No
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II.	Yes	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III.		No
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I.		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II.		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III.		No
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV.		No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V.		No
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI.	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII.	Yes	
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII.		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX.		No
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X.	Yes	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X.	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII.		No
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional.	Yes	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E.		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?	Yes	
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? If "Yes," complete Schedule F, Part I.	Yes	
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the U.S.? If "Yes," complete Schedule F, Part II and IV.		No
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the U.S.? If "Yes," complete Schedule F, Part III and IV.	Yes	
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I.		No
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II.		No
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III.		No
20a	Did the organization operate one or more hospitals? If "Yes," complete Schedule H.		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. All Form 990 filers that operated one or more hospitals must attach audited financial statements.		

Part IV

Checklist of Required Schedules (continued)

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

Part V Statements Regarding Other IRS Filings and Tax Compliance						
Check if Schedule O contains a response to any question in this Part V <input checked="" type="checkbox"/>						
		Yes	No			
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable. .	1a	17,973			
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	Yes			
2a	Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return.	2a	22,034			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	2b	Yes			
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	Yes			
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	3b	Yes			
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 or securities account)?	4a	Yes			
b	If "Yes," enter the name of the foreign country: <u>FR, UK, NL, JO, BE, PL, KS, CH, IS, IN, CA</u> See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.					
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a				No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b				No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c				
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?	6a				No
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				No
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b				
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c				No
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				No
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f				No
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g				
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h				
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	8				
9	Sponsoring organizations maintaining donor advised funds.					
a	Did the organization make any taxable distributions under section 4966?	9a				
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b				
10	Section 501(c)(7) organizations. Enter					
a	Initiation fees and capital contributions included on Part VIII, line 12.	10a				
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.	10b				
11	Section 501(c)(12) organizations. Enter					
a	Gross income from members or shareholders.	11a				
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).	11b				
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a				
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	12b				
13	Section 501(c)(29) qualified nonprofit health insurance issuers.					
a	Is the organization licensed to issue qualified health plans in more than one state? Note. All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state.	13a				
b	Enter the aggregate 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 aggregate amount of reserves on hand.	13c				
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a				No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.	14b				

Part VI

Governance, Management, and Disclosure

For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.
Check if Schedule O contains a response to any question in this Part VI

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	19	
b	Enter the number of voting members included in line 1a, above, who are independent	1b	18	
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		No
6	Did the organization have members or stockholders?	6		No
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		No
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No

Section B. Policies

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

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a	Yes	
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	Yes	
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review the Form 990			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b	Yes	
	If "Yes," to line 15a or 15b, describe the process in Schedule O (see instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed	AZ , CA , DC , DE , IN , KS , NJ , NY , OR
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. <input type="checkbox"/> Own website <input type="checkbox"/> Another's website <input checked="" type="checkbox"/> Upon request	
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. See Additional Data Table.	
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization.	Michael J Freddo Vice President a Rosedale Road MS 56D Princeton, NJ 08541 (609) 921-9000

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

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 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 organizations compensated any current or former officer, director, or trustee

[illegible]

Part VII

1b	Sub-Total			
c	Total from continuation sheets to Part VII, Section A			
d	Total (add lines 1b and 1c)	15,588,640	0	1,802,571

2 Total number of individuals (including but not limited to those listed in Item 1) who received more than \$100,000 of reportable compensation from the organization ▶ 873

		Yes	No
3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3	No
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4	Yes
5	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>	5	No

Section B. Independent Contractors

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

(A) Name and business address	(B) Description of services	(C) Compensation
Computer Sciences Corporation 400 Commerce Drive Newark, DE 19713	Computer services	53,717,362
Accenture LLP PO Box 70629 Chicago, IL 60673	Supply chain services	48,288,692
NCS Pearson Inc 5601 Green Valley Dr Bloomington, MN 55437	Test administration services	45,768,534
MRM Worldwide Princeton 3450 Princeton Pike Lawrenceville, NJ 086481206	Marketing	19,231,006
Adecco USA Inc 175 Broad Hollow Rd Melville, NY 11747	Temporary labor services	14,314,827
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 232		

Part VIII

Statement of Revenue

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514	
Contributions, gifts, grants and other similar amounts	1a	Federated campaigns . . .	1a					
	b	Membership dues	1b					
	c	Fundraising events	1c	4,090				
	d	Related organizations	1d					
	e	Government grants (contributions)	1e	11,219,363				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	2,197,120				
	g	Noncash contributions included in lines 1a-1f \$ _____						
	h	Total. Add lines 1a-1f		13,420,573				
Program Service Revenue			Business Code					
	2a	Higher Education	611710	513,141,937	513,141,937			
	b	Global	611710	313,258,345	313,258,345			
	c	ESE and Other	611710	116,412,719	116,412,719			
	d							
	e							
	f	All other program service revenue						
	g	Total. Add lines 2a-2f		942,813,001				
Other Revenue	3	Investment income (including dividends, interest and other similar amounts)		1,466,763			1,466,763	
	4	Income from investment of tax-exempt bond proceeds . . .						
	5	Royalties		58,574,551			58,574,551	
	6a	Gross rents	(i) Real	(ii) Personal				
			268,791					
			73,856					
			194,935					
	d	Net rental income or (loss)		194,935			194,935	
	7a	Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
			19,343,145	552,459				
			17,369,904	1,011,118				
			1,973,241	-458,659				
	d	Net gain or (loss)		1,514,582			1,514,582	
	8a	Gross income from fundraising events (not including \$ 4,090 of contributions reported on line 1c) See Part IV, line 18	a	49,114				
	b	Less direct expenses	b	66,109				
	c	Net income or (loss) from fundraising events . . .		-16,995			-16,995	
	9a	Gross income from gaming activities See Part IV, line 19	a	9,505				
	b	Less direct expenses	b	0				
	c	Net income or (loss) from gaming activities . . .		9,505			9,505	
	10a	Gross sales of inventory, less returns and allowances	a					
	b	Less cost of goods sold	b					
	c	Net income or (loss) from sales of inventory . . .						
Miscellaneous Revenue		Business Code						
11a	Occupational & Prof Sk	611600	14,218,667		14,218,667			
b	Chauncey Conf Center	721000	3,457,863		3,457,863			
c	Scholarship Recognitio	611600	1,969,911		1,969,911			
d	All other revenue							
e	Total. Add lines 11a-11d		19,646,441					
12	Total revenue. See Instructions		1,037,623,356	942,813,001	19,646,441	61,743,341		

Part IX

Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D)

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

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States See Part IV, line 21	1,313,174	1,313,174		
2 Grants and other assistance to individuals in the United States See Part IV, line 22	443,434	443,434		
3 Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16	346,000	346,000		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	14,275,937	5,230,748	9,045,189	
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	576,853		576,853	
7 Other salaries and wages	245,328,190	212,451,800	32,876,390	
8 Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	20,834,131	16,766,658	4,067,473	
9 Other employee benefits	30,787,057	16,225,763	14,561,294	
10 Payroll taxes	17,274,456	13,901,943	3,372,513	
11 Fees for services (non-employees)				
a Management				
b Legal	7,604,542	917,355	6,687,187	
c Accounting	1,854,984		1,854,984	
d Lobbying	100,000		100,000	
e Professional fundraising See Part IV, line 17				
f Investment management fees	389,548	389,548		
g Other	424,490,849	391,573,682	32,917,167	
12 Advertising and promotion	13,783,684	13,783,684		
13 Office expenses	140,183,327	135,537,032	4,646,295	
14 Information technology				
15 Royalties	1,063,756	1,063,756		
16 Occupancy	11,956,373	10,098,470	1,857,903	
17 Travel	12,601,579	10,445,939	2,155,640	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials	128,663	128,663		
19 Conferences, conventions, and meetings	1,957,624	1,461,296	496,328	
20 Interest	190,971	190,971		
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	48,117,000	42,880,733	5,236,267	
23 Insurance	2,087,244		2,087,244	
24 Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a Miscellaneous	6,811,029	3,034,816	3,776,213	
b Chauncey Conf Center	3,125,526	3,125,526	0	
c Foreign & State Taxes	2,810,614	2,781,864	28,750	
d Memberships and Dues	622,042	469,414	152,628	
e				
f All other expenses				
25 Total functional expenses. Add lines 1 through 24f	1,011,058,587	884,562,269	126,496,318	0
26 Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X

Balance Sheet

					(A)		(B)
					Beginning of year		End of year
Assets	1	Cash—non-interest-bearing			1,639,048	1	34,783
	2	Savings and temporary cash investments			89,810,338	2	76,158,373
	3	Pledges and grants receivable, net				3	
	4	Accounts receivable, net			70,671,367	4	95,472,582
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L				5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B). Complete Part II of Schedule L				6	
	7	Notes and loans receivable, net			5,669,366	7	2,169,366
	8	Inventories for sale or use				8	
	9	Prepaid expenses and deferred charges			10,587,570	9	16,406,202
	10a	Land, buildings, and equipment, cost or other basis. Complete Part VI of Schedule D	10a	190,430,115			
	b	Less: accumulated depreciation	10b	120,461,281	70,583,304	10c	69,968,834
	11	Investments—publicly traded securities				11	
	12	Investments—other securities. See Part IV, line 11			295,436,043	12	353,531,795
	13	Investments—program-related. See Part IV, line 11				13	
	14	Intangible assets			120,280,014	14	115,389,730
	15	Other assets. See Part IV, line 11			329,730	15	2,231,208
	16	Total assets. Add lines 1 through 15 (must equal line 34)			665,006,780	16	731,362,873
Liabilities	17	Accounts payable and accrued expenses			132,806,833	17	128,768,538
	18	Grants payable				18	
	19	Deferred revenue			82,204,532	19	77,374,513
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L				22	
	23	Secured mortgages and notes payable to unrelated third parties				23	
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			117,764,020	25	141,183,241
	26	Total liabilities. Add lines 17 through 25			332,775,385	26	347,326,292
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.						
	27	Unrestricted net assets			332,231,395	27	384,036,581
	28	Temporarily restricted net assets				28	
	29	Permanently restricted net assets				29	
	Organizations that do not follow SFAS 117, 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	Total net assets or fund balances			332,231,395	33	384,036,581
	34	Total liabilities and net assets/fund balances			665,006,780	34	731,362,873

Part XI Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,037,623,356
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,011,058,587
3	Revenue less expenses Subtract line 2 from line 1	3	26,564,769
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	332,231,395
5	Other changes in net assets or fund balances (explain in Schedule O)	5	25,240,417
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	384,036,581

Part XII Financial Statements and Reporting

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

		Yes	No
1	Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
b	Were the organization's financial statements audited by an independent accountant?	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separated basis		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	Yes	
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	Yes	

SCHEDULE A

(Form 990 or 990EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

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

OMB No 1545-0047

2011

Open to Public
Inspection

Name of the organization Educational Testing Service	Employer identification number 21-0634479
---	--

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

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

1

☐

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

2

☐

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

3

☐

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

4

☐

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

5

☐

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

6

☐

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

7

☐

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

8

☐

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

9

☒

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

10

☐

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

11

☐

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

a

☐

Type I

b

☐

Type II

c

☐

Type III - Functionally integrated

d

☐

Type III - Other

e

☐

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

f

☐

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

g

☐

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

(i)

a person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the the supported organization?

(ii)

a family member of a person described in (i) above?

(iii)

a 35% controlled entity of a person described in (i) or (ii) above?

h

☐

Provide the following information about the supported organization(s)

	Yes	No
11g(i)		
11g(ii)		
11g(iii)		

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

Part II

Support Schedule for Organizations Described in IRC 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

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

Section B. Total Support							
Calendar year (or fiscal year beginning in)		(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
7	Amounts from line 4						
8	Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9	Net income from unrelated business activities, whether or not the business is regularly carried on						
10	Other income (Explain in Part IV) Do not include gain or loss from the sale of capital assets						
11	Total support (Add lines 7 through 10)						
12	Gross receipts from related activities, etc (See instructions)					12	
13	First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here						

Section C. Computation of Public Support Percentage		
14	Public Support Percentage for 2011 (line 6 column (f) divided by line 11 column (f))	14
15	Public Support Percentage for 2010 Schedule A, Part II, line 14	15
16a	33 1/3% support test—2011. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization	<input type="checkbox"/>
b	33 1/3% support test—2010. If the organization did not check the 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—2011. If the organization did not check a box on line 13, 16a, or 16b and line 14 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization	<input type="checkbox"/>
b	10%-facts-and-circumstances test—2010. If the organization did not check a box on line 13, 16a, 16b, or 17a and line 15 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization	<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"/>

Part IIIPart III

Support Schedule for Organizations Described in IRC 509(a)(2)
(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")	6,147,791	7,448,670	5,746,388	12,889,559	13,420,573	45,652,981
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	780,071,035	835,128,581	851,511,617	880,691,488	942,813,001	4,290,215,722
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5	786,218,826	842,577,251	857,258,005	893,581,047	956,233,574	4,335,868,703
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0
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	340,499,830	293,846,372	283,748,345	279,286,338	294,059,142	1,491,440,027
c Add lines 7a and 7b	340,499,830	293,846,372	283,748,345	279,286,338	294,059,142	1,491,440,027
8 Public Support (Subtract line 7c from line 6.)						2,844,428,676

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
9 Amounts from line 6	786,218,826	842,577,251	857,258,005	893,581,047	956,233,574	4,335,868,703
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	34,203,916	34,538,223	38,561,274	51,618,196	60,310,105	219,231,714
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	34,203,916	34,538,223	38,561,274	51,618,196	60,310,105	219,231,714
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 IV.)			8,795	7,030	9,505	25,330
13 Total support (Add lines 9, 10c, 11 and 12.)	820,422,742	877,115,474	895,828,074	945,206,273	1,016,553,184	4,555,125,747
14 First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

Section C. Computation of Public Support Percentage

15 Public Support Percentage for 2011 (line 8 column (f) divided by line 13 column (f))	15	62.440%
16 Public support percentage from 2010 Schedule A, Part III, line 15	16	61.890%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2011 (line 10c column (f) divided by line 13 column (f))	17	4.810%
18 Investment income percentage from 2010 Schedule A, Part III, line 17	18	4.360%
19a 33 1/3% support tests—2011. If the organization did not check the box on line 14, and line 15 is more than 33 1/3% and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization	<input type="checkbox"/>	
b 33 1/3% support tests—2010. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization	<input type="checkbox"/>	
20 Private Foundation If the organization did not check a box on line 14, 19a or 19b, check this box and see instructions	<input type="checkbox"/>	

Part IV **Supplemental Information.** Supplemental Information. Complete this part to provide the explanation required by Part II, line 10; Part II, line 17a or 17b; or Part III, line 12. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

Explanation

Additional Data

Software ID:
Software Version:
EIN: 21-0634479
Name: Educational Testing Service

Form 990, Special Condition Description:

Special Condition Description

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services
(Code) (Expenses \$ 2,102,608 including grants of \$ 2,102,608) (Revenue \$) Grants and other assistance to organizations and individuals inside and outside of the United States

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Alvarado Anthony J Trustee	1 50	X						30,167	0	0
Carstarphen Meria Trustee	1 50	X						56,000	0	0
Clarkeson John S Trustee	1 50	X						56,000	0	0
Colbert Isaac Trustee	1 50	X						66,000	0	0
Eisgruber Christopher Trustee	1 50	X						52,000	0	0
English Michela A Trustee	1 50	X						73,000	0	0
Flores Roy Trustee	1 50	X						44,000	0	0
Garcia Ofelia Trustee	1 50	X						62,000	0	0
Henderson Wade N Trustee	1 50	X						76,000	0	0
Johnson Melvin Trustee	1 50	X						66,000	0	0
Levin Henry M Trustee	1 50	X						17,000	0	0
Levine Arthur E Trustee	1 50	X						7,333	0	0
Menezes Victor Trustee	1 50	X						66,000	0	0
Murley Robert S Trustee	1 50	X						70,333	0	0
Robertson Piedad F Trustee	1 50	X						74,667	0	0
Rothkopf Arthur J Trustee	1 50	X						72,667	0	0
Stewart Debra W Trustee	1 50	X						26,000	0	0
Valdes Guadalupe Trustee	1 50	X						78,000	0	0
Varn Richard J Fmr Trustee/Distinguished Pres Appt	40 00	X						177,604	0	30,551
Winckler Georg Trustee	1 50	X						36,000	0	0
Landgraf Kurt M President	40 00	X		X				1,254,023	0	80,374
Bailey Diane A VP Production/Logisitics	40 00			X				308,813	0	25,563
Basehore John VP & Treasurer	40 00			X				340,570	0	45,169
Donado Yvette SVP-People, Process & Comm	40 00			X				417,814	0	56,654
Draper Jr William C VP College Board	40 00			X				312,707	0	30,513

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Elliott Thomas J VP & CLO Strategic Workforce So	40 00			X				358,881	0	53,672
Farnum Marisa VP Assessment Development	40 00			X				310,407	0	42,005
Gatti Frank R Former Chief Financial Officer &	40 00			X				561,140	0	17,665
Gilbertson Bruce M VP - Construction & Facilities	40 00			X				325,631	0	47,219
Hayon Jack VP - SVP & Chief Financial Officer	40 00			X				397,798	0	62,691
Hernandez Sandra VP - Finance	40 00			X				248,451	0	48,074
Hunt David VP/COO Global	40 00			X				391,324	0	56,504
Johnson-Gregory Sheree L VP Assoc General Counsel	40 00			X				339,735	0	54,468
Kerins Nancy J SVP - Production & Delivery	40 00			X				479,558	0	59,515
Lawrence Ida M SVP-Research & Development	40 00			X				413,897	0	57,183
Lazer Stephen VP - Student & Teacher Asse	40 00			X				376,912	0	53,175
MacDonald Walter B Executive VP & COO	40 00			X				535,531	0	70,479
Mazzeo John VP Stat Analysis & Psych R	40 00			X				367,137	0	30,366
Nelson Scott F VP Marketing & Public Affa	40 00			X				376,853	0	50,426
Nettles Michael T SVP - Ctr Policy Eval & Research	40 00			X				397,815	0	61,130
Oswald John VP & GM K12 Assessment	40 00			X				397,108	0	45,077
Paris Scott G VP Research	40 00			X				233,054	0	30,287
Payne David G VP/COO Higher Education	40 00			X				355,138	0	48,905
Pfund Rebecca VP - IT Production	40 00			X				312,177	0	47,604
Pote Stephen K VP & Chief Quality Officer	40 00			X				331,801	0	47,933
Powell George D VP/COO TLC & Nat ELL	40 00			X				401,038	0	44,616
Rockey Anne F VP Test Taker Services	40 00			X				324,714	0	40,901
Schroeder Glenn C SVP & General Counsel	40 00			X				478,178	0	62,826
Tabbner Philip S SVP, Bus Innovation & Growth	40 00			X				447,762	0	61,812
Tyler Linda L VP New Product Development	40 00			X				300,353	0	37,969

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Wakeman Daniel VP & Chief Information Off	40 00			X				324,508	0	52,971
Weaver Scott V VP Chief Strategy Officer	40 00			X				383,984	0	54,863
Bennett Randy E Frederiksen Chair-Assess I	40 00					X		296,263	0	41,776
Kirsch Irwin Distinguished Pres Appoint	40 00					X		319,951	0	34,638
Montero Dianne H Gen Mgr SA&PR-K12, ELL&GLOBAL	40 00					X		361,894	0	36,827
Moss Jeffrey Chief Enterprise Growth	40 00					X		302,519	0	37,820
Patanella Richard Chief Financial Advisor	40 00					X		296,430	0	42,350

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

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

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

OMB No 1545-0047

2011

Open to Public Inspection

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

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

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

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

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

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

Name of the organization Educational Testing Service	Employer identification number 21-0634479
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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 on behalf of or in opposition to candidates for public office in Part IV	
2	Political expenditures	▶ \$ 0
3	Volunteer hours	0

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	▶ \$ 0
2	Enter the amount of any excise tax incurred by organization managers under section 4955	▶ \$ 0
3	If the organization incurred a section 4955 tax, did it file Form 4720 for this year?	<input type="checkbox"/> Yes <input type="checkbox"/> No
4a	Was a correction made?	<input type="checkbox"/> Yes <input type="checkbox"/> 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?	<input type="checkbox"/> Yes <input type="checkbox"/> 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-

Part II-A

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

- A

Check

☐

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

Check

☐

if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing Organization's Totals	(b) Affiliated Group Totals												
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)															
b Total lobbying expenditures to influence a legislative body (direct lobbying)		152,599													
c Total lobbying expenditures (add lines 1a and 1b)		152,599													
d Other exempt purpose expenditures		991,762,527													
e Total exempt purpose expenditures (add lines 1c and 1d)		991,915,126													
f Lobbying nontaxable amount Enter the amount from the following table in both columns		1,000,000													
<table><tr><td>If the amount on line 1e, column (a) or (b) is:</td><td>The lobbying nontaxable amount is:</td></tr><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></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
g Grassroots nontaxable amount (enter 25% of line 1f)		250,000													
h Subtract line 1g from line 1a If zero or less, enter -0-		0													
i Subtract line 1f from line 1c If zero or less, enter -0-		0													
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No													

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

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) Total
2a Lobbying non-taxable amount	1,000,000	1,000,000	1,000,000	1,000,000	4,000,000
b Lobbying ceiling amount (150% of line 2a, column(e))					6,000,000
c Total lobbying expenditures	196,650	218,163	114,801	152,599	682,213
d Grassroots non-taxable amount	250,000	250,000	250,000	250,000	1,000,000
e Grassroots ceiling amount (150% of line 2d, column (e))					1,500,000
f Grassroots lobbying expenditures					

Part II-B

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

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

Part III-A

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

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

Part III-B

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

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

Part IV

Supplemental Information

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

Identifier	Return Reference	Explanation
Part IV, Supplemental Information		Total lobbying expenses of \$152,599 were used for the following Federal and State lobbying activities: Federal Lobbyists: Penn Hill Group \$120,000; ESEA - testing, accountability, teacher evaluation; Higher Education - teacher quality measurements, institutional quality and accreditation, and higher education regulatory activities; Education Research - the definition of scientifically based research; Association of Test Publishers (ATP) \$1,180; ATP provides trade association support and 5-9% of the trade association dues are attributable to lobbying expenses; Total Federal Lobbying \$121,180; State Lobbyists: CA Capitol Advocacy \$7,000; Provided information related to educational testing and accountability; Lobbied the Legislature and the Governor's office regarding educational assessments; NY Whiteman Osterman \$22,639; SAT Test Impersonation Case; Communication with NYS Senate [LaValle/Staff]; Coverage of NYS Senate Higher Education Hearings; PA Gmerek GR, Inc. \$1,780; Discussions regarding assessments, Praxis/Teacher Certification, Budget and Fiscal Code, School Code Amendments, Funding for Teacher Evaluation System in Budget and Race to the Top Program; Total State Lobbying \$31,419; Total Federal and State Lobbying \$152,599.

SCHEDULE D
(Form 990)

Supplemental Financial Statements

OMB No 1545-0047

2011

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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

Name of the organization
Educational Testing Service

Employer identification number
21-0634479

Part I

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

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?	
	<input type="checkbox"/> Yes <input type="checkbox"/> No	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may 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" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply)
☐ Preservation of land for public use (e g , recreation or pleasure) ☐ Preservation of an historically importantly land area
☐ Protection of natural habitat ☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a–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 Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06

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

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

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

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

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

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

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

Part III

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

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

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

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

(ii) Assets included in Form 990, Part X ▶ \$ _____

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 relating to these items

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

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

Part III

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

3

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

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

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

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV

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

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

1b

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

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes

☐ No

2b

If "Yes," explain the arrangement in Part XIV

Part V

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

	(a)Current Year	(b)Prior Year	(c)Two Years Back	(d)Three Years Back	(e)Four Years Back
1a	Beginning of year balance				
1b	Contributions				
1c	Investment earnings or losses				
1d	Grants or scholarships				
1e	Other expenditures for facilities and programs				
1f	Administrative expenses				
1g	End of year balance				

2

Provide the estimated percentage of the year end balance held as

a

Board designated or quasi-endowment ▶

b

Permanent endowment ▶

c

Term endowment ▶

3a

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

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

4

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

Part VI

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

Description of property	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		1,970,618		1,970,618
1b Buildings		143,101,275	89,893,116	53,208,159
1c Leasehold improvements		5,071,936	4,267,080	804,856
1d Equipment		40,286,286	26,301,085	13,985,201
1e Other				
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) ▶				69,968,834

Part XI

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

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

Part XII

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

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

Part XIII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

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

Part XIV

Supplemental Information

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

Identifier	Return Reference	Explanation
Description of Uncertain Tax Positions Under FIN 48	Part X	Note This summary reflects the ETS portion of the ASC 740-10(FIN 48) Note in the Consolidated Financial Statements Educational Testing Service adopted ASC 740-10(FIN 48) on January 1, 2009 in accordance with U S Generally Accepted Accounting Procedures (US GAAP) In accordance with the US GAAP requirements, Educational Testing Service adjusted its net assets for its uncertain tax positions It is reasonably possible that the tax liability recorded for these uncertain tax positions can change within the next twelve months The tax liability has various open statutes which range from three to ten years

Additional Data

Software ID:

Software Version:

EIN: 21-0634479

Name: Educational Testing Service

Form 990, Schedule D, Part VII - Investments— Other Securities

(a) Description of security or cateory (including name of security)	(b)Book value	(c) Method of valuation Cost or end-of-year market value
Archstone Partners	15,265,103	F
Federal Street Partners	14,569,891	F
Investment in affiliated entities	261,313,853	F
Silchester International Investors	9,187,512	F
State Street Global	23,248,336	F
Wellington Capital Management	10,901,799	F
Blackrock (Barclays)	10,354,458	F
Next Century	8,690,843	F

SCHEDULE F
(Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

► Complete if the organization answered "Yes" to Form 990,
Part IV, line 14b, 15, or 16.
► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

2011

Open to Public
Inspection

Name of the organization
Educational Testing Service

Employer identification number
21-0634479

Part I

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

- 1

For grantmakers. Does the organization maintain records to substantiate the amount of 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

For grantmakers. Describe in Part V the organization's procedures for monitoring the use of grant funds outside the United States
- 3

Activites per Region (Use Part V if additional space is needed)

(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region or independent contractors	(d) Activities conducted in region (by type) (e g , fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for region/investments in region
East Asia and the Pacific	0	0	Grantmaking	Grantmaking	271,000
South Asia	0	0	Grantmaking	Grantmaking	60,000
North America	0	0	Program services	Testing activities	285,443
Europe	0	0	Program services	Testing activities	5,751,997
North America	0	0	Investments		372,020
Europe	0	0	Investments		1,686,000
Middle East and North Africa	0	0	Program services	Testing activities	7,660
Middle East and North Africa	0	0	Investments		8,246,000
3a Sub-total	0	0			16,680,120
b Total from continuation sheets to Part I	0	0			0
c Totals (add lines 3a and 3b)	0	0			16,680,120

[illegible]

3 Enter total number of other organizations or entities ►

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 16. Use Part V if additional space is needed.

[illegible]

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 (see instructions for Form 926)*

☒ Yes ☐ No
- 2

Did the organization have an interest in a foreign trust during the tax year? *If " Yes," the organization may be required to file Form 3520 and/or Form 3520-A. (see instructions for Forms 3520 and 3520-A)*

☐ Yes ☒ No
- 3

Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see instructions for Form 5471)*

☒ Yes ☐ No
- 4

Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see instructions for Form 8621)*

☐ Yes ☒ No
- 5

Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see instructions for Form 8865)*

☐ Yes ☒ No
- 6

Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to file Form 5713, International Boycott Report (see instructions for Form 5713).*

☒ Yes ☐ No

Complete this part to provide the information (see instructions) required in Part I, line 2, and any additional information.

Schedule F (Form 990) 2011

Schedule I
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization
Educational Testing Service

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

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

OMB No 1545-0047

2011

Open to Public
Inspection

Employer identification number
21-0634479

Part I General Information on Grants and Assistance

1

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

☒ Yes ☐ No

2

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

Part II Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Use Part IV and Schedule I-1 (Form 990) if additional space is needed ▶ ☐

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
See Additional Data Table							

2

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

58

3

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

0

Part III

Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.
Use Schedule I-1 (Form 990) if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance
(1) Historically Black Colleges and Universities Presidential Scholarship	14	65,525			
(2) Trenton Central High School Scholarship	5	238,962			
(3) Research Fellowships	4	138,947			

Part IV

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

Identifier	Return Reference	Explanation
Procedure for Monitoring Grants in the U S	Part I, Line 2	Schedule I, Part I, Line 2 The ETS Social Investment Fund, a division of ETS which manages ETS's contributions, has established criteria for making grants and other contributions It also maintains records to substantiate the amount of grants or in-kind contributions, as well as the grantees eligibility for the grants IRS Form W-9 is requested from all organizations under consideration to ascertain the legal name, EIN or Taxpayer Identification Number and address Tax-exempt status is verified in the following ways (1) For organizations that are new to the ETS Social Investment Fund, we request the IRS Determination Letter which is kept on file (2) ETS requests copies of the IRS Form 990 (3) ETS Social Investment Fund also requests and reviews the most recent audited financial statements for information about their financial condition ETS typically maintains close contact with its grantees to monitor their progress in the use of grant funds and, whenever feasible, the extent to which the funded program met its objectives Small grants (under \$2,000) are typically made to 501(c)(3) organizations that participate in fairs to promote volunteerism and philanthropy among employees at ETS ETS monitors the use of funds in several ways (1) requests written reports on the use of restricted funds and the organizations annual report when the grant is unrestricted (2) for sponsored events, such as conferences and workshops, ETS requests programs and other materials prepared for the event (3) staff members attend a number of sponsored events so that there is direct observation (4) ETS remains in contact with grant recipients via phone calls and meetings and (5) ETS obtains copies of any research papers that might be developed as a result of the grant

Software ID:
Software Version:
EIN: 21-0634479
Name: Educational Testing Service

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
American Assoc of Hispanics in Higher EducationPO Box 877905 Tempe,AZ 85257	30-0150324	501-c-3	100,500	8,990	Fair Market Value	Venue and Catering	Support of local community educational programs
American Educational Research Association1430 K Street NW Suite 1200 Washington,DC 20005	23-7003537	501-c-3	5,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
American Red Cross of Central New Jersey707 Alexander Road Suite 101 Princeton, NJ 08540	53-0196605	501-c-3	12,650				Support of local community educational programs
Anchor House Foundation Inc482 Center Street Trenton, NJ 08611	22-2229995	501-c-3	10,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Assn of Public and Land-Grant Universities1307 New York Ave NW Ste 400 Washington, DC 20005	53-0183246	501-c-3	15,000	207	Fair Market Value	Supplies	Support of local community educational programs
Career Development AwardsPO Box 2314 Princeton, NJ 08542	23-6206954	501-c-3	5,000	4,291	Fair Market Value	Venue and Catering	Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
The CEJES Institute5 Cooper Morris Dr Pomona, NY 10970	13-4102065	501-c-3	10,000				Support of local community educational programs
Committee for Economic Development2000 L Street NW Suite 700 Washington, DC 20036	13-1623973	501-c-3	10,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Communities in Schools of New Jersey200 Washington Street Newark, NJ 07102	22-3176409	501-c-3	78,730				Support of local community educational programs
Communities in Schools of San Antonio1616 E Commerce St Bldg 1 San Antonio, TX 78205	74-2393714	501-c-3	4,900				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Communicard LLC 3112 Windsor Rd Austin, TX 78703	01-0782390	501-c-3	5,000				Support of local community educational programs
CONTACT of Mercer County New Jersey Inc 60 S Main St Pennington, NJ 08534	22-2320153	501-c-3	5,272				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Education Commission of the States700 Broadway Suite 810 Denver, CO 80203	31-0722194	501-c-3	10,000				Support of local community educational programs
The Education Trust Inc1250 H Street NW Suite 700 Washington, DC 20005	52-3636158	501-c-3	10,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Education Law Center60 Park Place Newark, NJ 07102	22-2104555	501-c-3	10,264				Support of local community educational programs
Every Child Valued175 Johnson Avenue Lawrenceville, NJ 08648	26-4654078	501-c-3	10,000				Support of local community educational programs

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Ewing Public Education Foundation IncPO Box 7033 Ewing, NJ 08628	22-3347353	501-c-3	65,760	6,225	Fair Market Value	Venue, Catering and Printing	Support of local community educational programs
Excelencia in Education Inc1717 N Street NW 2ND Floor Washington, DC 20036	20-0927912	501-c-3	10,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Fight for Children Inc1726 M Street NW Suite 202 Washington, DC 20036	52-1706059	501-c-3	6,500				Support of local community educational programs
Hispanics Inspiring Students' Performance and Achievement (HISPA)3587 Highway 9n - 145 Freehold, NJ 07728	52-1825305	501-c-3	7,766				Support of local community educational programs

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
HomeFrontInc1880 Princeton Ave Lawrenceville, NJ 08648	22-3165145	501-c-3		5,147	Fair Market Value	Back to School backpacks and supplies	Support of local community educational programs
Institute for Educational Leadership4455 Connecticut Avenue NW Washington, DC 20008	52-1198450	501-c-3	5,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Institute for Student AchievementOne Hallow Lane Lake Success, NY 11042	11-2995109	501-c-3	50,000				Support of local community educational programs
Junior Achievement of New Jersey4365 Route 1 South Princeton, NJ 08540	22-1774147	501-c-3	13,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Lawrence Hopewell Trail CorporationPO Box 6735 Lawrenceville, NJ 08648	22-2219524	501-c-3	5,288	149	Fair Market Value	Venue and Catering	Support of local community educational programs
Lawrence Township Education Foundation Inc17 Phillips Ave Lawrenceville, NJ 08648	22-3192024	501-c-3	78,672				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Lawrence Township Community FoundationPO Box 6707 Lawrenceville, NJ 08648	22-3835387	501-c-3	15,000				Support of local community educational programs
Lawrenceville Fire Company64 Phillips Avenue District 3 Lawrenceville, NJ 08648	23-7330548	501-c-3	11,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Literacy Volunteers of Mercer County 3535 Quakerbridge Road Suite 104 Lawrenceville, NJ 08619	22-3502495	501-c-3	10,000				Support of local community educational programs
Mercer Street Friends151 Mercer St Trenton, NJ 08618	21-0733990	501-c-3	10,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
The Morning Star Institute611 Penn Ave 377 Washington, DC 20003	58-1699691	501-c-3	5,000				Support of local community educational programs
National Center for Learning Disabilities381 Park Ave South Suite 1401 New York, NY 10016	13-2899381	501-c-3	8,400				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
National Indian Education Association (NIEA) 700 North Fairfax St Alexandria, VA 22314	41-0976048	501-c-3	5,000				Support of local community educational programs
National Urban League 120 Wall Street New York, NY 10005	13-1840489	501-c-3	20,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
New Jersey Association of State Colleges and Universities150 West State Street Trenton, NJ 08608	22-2681317	501-c-3	14,000	2,834	Fair Market Value	Printing	Support of local community educational programs
New Jersey Education Foundation Partnership IncPO Box 908 Princeton Junction, NJ 08550	36-4613556	501-c-3	25,000	5,625	Fair Market Value	Venue and Catering	Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
New York University70 Washington Square South New York, NY 10003	13-5562308	501-c-3	10,000				Support of local community educational programs
Parents Step Ahead Inc2102 Empire Central Dallas, TX 75235	26-2477378	501-c-3	25,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Princeton YWCA 59 Paul Robeson Place Princeton, NJ 08540	21-0635056	501-c-3	10,345	3,825	Fair Market Value	Venue and Catering	Support of local community educational programs
Princeton Healthcare System Foundation 3626 Route 1 Princeton, NJ 08540	22-2225911	501-c-3	100,216				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Rutgers Universtiy FoundationWinants Hall 7 College Avenue New Brunswick, NJ 08901	23-7318742	501-c-3	11,000	163	Fair Market Value	Food	Support of local community educational programs
Stony Brook Millstone Watershed Association31 Titus Mill Road Pennington, NJ 08534	21-0649717	501-c-3	5,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Southern University JS Clark Administration Bldg Baton Rouge, LA 70813	23- 7052911	501-c-3	50,000				Support of local community educational programs
Morris Hall - St Lawrence Inc (StLawrence Rehabilitation Center)2381 Lawrenceville Road Lawrenceville, NJ 08648	52- 2250044	501-c-3	12,778				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
The College Board 45 Columbus Avenue New York, NY 10023	13-1623965	501-c-3	10,000				Support of local community educational programs
Trenton Public Education Foundation Inc 1540 Kuser Rd Mercerville, NJ 08619	56-2463017	501-c-3	10,000	7,555	Fair Market Value	Printing	Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
United Way of Greater Mercer County3131 Princeton Pike Bldg 4 Lawrenceville, NJ 08648	21-0683073	501-c-3	50,238	2,713	Fair Market Value	Food and Venue	Support of local community educational programs
Urban League of Middle Tennessee2250 Rosa L Parks Blvd Nashville, TN 37228	62-0795167	501-c-3	10,000				Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
US Hispanic Leadership Institute431 S Dearborn Ste 1203 Chicago, IL 60605	36-3191740	501-c-3	5,000				Support of local community educational programs
Young Audiences of New Jersey Inc 200 Forrestal Road Princeton, NJ 08540	23-7384991	501-c-3	31,000				Support of local community educational programs

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Boys & Girls Club of Trenton and Mercer County212 Centre Street Trenton,NJ 08611	73-1658119	501-c-3	5,840				Support of local community educational programs
Council of Chief State School Officers (CCSSO)One Massachusetts Avenue NW Suite 700 Washington,DC 20001	53-0198090	501-c-3	0	85,460	Fair Market Value	Venue and Catering	Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Burlington County Institute of Technology695 Woodlane Road West Hampton, NJ 08060	21-0735947	Government	41,176	0			Support of local community educational programs
Ewing Township2 Jake Garzio Drive Ewing, NJ 08628	21-6000557	Government	5,000	3,960	Fair Market Value	Venue and Catering	Support of local community educational programs

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Mercer County Department of EducationAdmin Building 640 South Broad Street Trenton, NJ 08618	21-6000856	Government		10,943	Fair Market Value	Venue and Catering	Support of local community educational programs
Princeton Area Community Foundation15 Princess Road Lawrenceville, NJ 08648	52-1746234	Government	960	4,745	Fair Market Value	Venue and Catering	Support of local community educational programs

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Trenton Board of Education108 North Clinton Ave Trenton, NJ 08609	21-6000326	Government	20,000				Support of local community educational programs
Ewing Public SchoolAdmin Building 2099 Pennington Rd Ewing, NJ 08618	21-6000324	Government	0	14,280	Fair Market Value	Supplies	Support of local community educational programs

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

2011

Open to Public Inspection

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

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

▶ Attach to Form 990. ▶ See separate instructions.

Name of the organization
Educational Testing Service

Employer identification number
21-0634479

Part I

Questions Regarding Compensation

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

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

[illegible]

Part III **Supplemental Information**

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

Identifier	Return Reference	Explanation
	Part I, Line 1a	First class and charter travel. Trustees (6) and Officers (10), received this benefit during 2011. It was not treated as taxable compensation to the listed person. This benefit is provided based on length of travel time required of the listed person. Travel for companions. Officers (2) received this benefit during 2011. It was not treated as taxable compensation to the listed person. A non-employee/companion/spouse may accompany an employee on business at ETS expense when the companion/spouses presence is required because it serves a valid business purpose or is part of a special employee recognition event. All companion/spousal travel to be paid by ETS must be approved in writing in advance by a Vice President or the CFO or the CEO and President. Tax gross-up payments. Officers (31) and Highest Compensated Employees (3) received this benefit during 2011. It was treated as taxable compensation to the listed person. Housing allowance or residence for personal use. Officers (2) received this benefit during 2011. It was treated as taxable compensation to the listed person.
Supplemental Information	Part III	ETS incentive compensation programs are variable cash compensation programs to provide employees earnings opportunities in addition to base pay. These variable compensation components recognize and reward based on individual and ETS's performance. Payment under these programs are realized when ETS meets and achieves its annual performance targets for the year, as determined by holistic assessment of metrics from ETS's balanced scorecard objectives, including financial, operational, customer and growth goals.

Software ID:
Software Version:
EIN: 21-0634479
Name: Educational Testing Service

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other compensation				
Varn Richard J	(i) (ii)	152,424 0	0 0	25,180 0	13,548 0	17,003 0	208,155 0	0 0
Landgraf Kurt M	(i) (ii)	641,159 0	492,188 0	120,676 0	60,883 0	19,491 0	1,334,397 0	0 0
Bailey Diane A	(i) (ii)	191,356 0	94,461 0	22,996 0	25,563 0	0 0	334,376 0	0 0
Basehore John	(i) (ii)	194,112 0	109,485 0	36,973 0	29,839 0	15,330 0	385,739 0	0 0
Donado Yvette	(i) (ii)	257,888 0	135,960 0	23,966 0	37,524 0	19,130 0	474,468 0	0 0
Draper Jr William C	(i) (ii)	168,203 0	96,000 0	48,504 0	25,513 0	5,000 0	343,220 0	0 0
Elliott Thomas J	(i) (ii)	199,401 0	116,926 0	42,554 0	30,051 0	23,621 0	412,553 0	0 0
Farnum Marisa	(i) (ii)	190,436 0	96,300 0	23,671 0	26,824 0	15,181 0	352,412 0	0 0
Gatti Frank R	(i) (ii)	116,590 0	393,335 0	51,215 0	11,327 0	6,338 0	578,805 0	0 0
Gilbertson Bruce M	(i) (ii)	197,803 0	95,700 0	32,128 0	27,728 0	19,491 0	372,850 0	0 0
Hayon Jack	(i) (ii)	247,701 0	108,268 0	41,829 0	37,940 0	24,751 0	460,489 0	0 0
Hernandez Sandra	(i) (ii)	199,884 0	40,500 0	8,067 0	27,831 0	20,243 0	296,525 0	0 0
Hunt David	(i) (ii)	226,401 0	124,755 0	40,168 0	33,072 0	23,432 0	447,828 0	0 0
Johnson-Gregory Sheree L	(i) (ii)	224,495 0	106,420 0	8,820 0	31,329 0	23,139 0	394,203 0	0 0
Kerins Nancy J	(i) (ii)	286,060 0	144,144 0	49,354 0	40,030 0	19,485 0	539,073 0	0 0
Lawrence Ida M	(i) (ii)	251,516 0	133,673 0	28,708 0	36,892 0	20,291 0	471,080 0	0 0
Lazer Stephen	(i) (ii)	231,334 0	112,700 0	32,878 0	33,424 0	19,751 0	430,087 0	0 0
MacDonald Walter B	(i) (ii)	335,028 0	167,616 0	32,887 0	47,988 0	22,491 0	606,010 0	0 0

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other compensation				
Mazzeo John	(i) (ii)	218,905 0	110,542 0	37,690 0	30,366 0	0 0	397,503 0	0 0
Nelson Scott F	(i) (ii)	212,055 0	122,921 0	41,877 0	30,935 0	19,491 0	427,279 0	0 0
Nettles Michael T	(i) (ii)	245,002 0	124,348 0	28,465 0	36,379 0	24,751 0	458,945 0	0 0
Oswald John	(i) (ii)	227,323 0	114,369 0	55,416 0	30,948 0	14,129 0	442,185 0	0 0
Paris Scott G	(i) (ii)	165,678 0	25,000 0	42,376 0	19,818 0	10,469 0	263,341 0	0 0
Payne David G	(i) (ii)	198,959 0	111,527 0	44,652 0	29,502 0	19,403 0	404,043 0	0 0
Pfund Rebecca	(i) (ii)	170,044 0	95,422 0	46,711 0	27,853 0	19,751 0	359,781 0	0 0
Pote Stephen K	(i) (ii)	211,312 0	103,301 0	17,188 0	27,682 0	20,251 0	379,734 0	0 0
Powell George D	(i) (ii)	218,377 0	116,920 0	65,741 0	29,486 0	15,130 0	445,654 0	0 0
Rockey Anne F	(i) (ii)	182,988 0	101,210 0	40,516 0	26,587 0	14,314 0	365,615 0	0 0
Schroeder Glenn C	(i) (ii)	308,916 0	144,994 0	24,268 0	42,685 0	20,141 0	541,004 0	0 0
Tabbner Philip S	(i) (ii)	266,745 0	132,942 0	48,075 0	37,061 0	24,751 0	509,574 0	0 0
Tyler Linda L	(i) (ii)	165,640 0	89,893 0	44,820 0	25,308 0	12,661 0	338,322 0	0 0
Wakeman Daniel	(i) (ii)	192,776 0	108,038 0	23,694 0	28,480 0	24,491 0	377,479 0	0 0
Weaver Scott V	(i) (ii)	241,555 0	115,875 0	26,554 0	34,112 0	20,751 0	438,847 0	0 0
Bennett Randy E	(i) (ii)	213,383 0	59,693 0	23,187 0	19,636 0	22,140 0	338,039 0	0 0
Kirsch Irwin	(i) (ii)	229,735 0	65,000 0	25,216 0	20,058 0	14,580 0	354,589 0	0 0
Montero Dianne H	(i) (ii)	207,482 0	47,250 0	107,162 0	19,697 0	17,130 0	398,721 0	0 0

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other compensation				
Moss Jeffrey	(i)	190,646	105,483	6,390	18,181	19,639	340,339	0
	(ii)	0	0	0	0	0	0	0
Patanella Richard	(i)	173,427	78,864	44,139	26,434	15,916	338,780	0
	(ii)	0	0	0	0	0	0	0

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, lines 25a, 25b, 26, 27, 28a, 28b, or 28c,
or Form 990-EZ, Part V lines 38a or 40b.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047
2011
Open to Public Inspection

Name of the organization
Educational Testing Service

Employer identification number

21-0634479

Part I Excess Benefit Transactions (section 501(c)(3) and section 501 (c)(4) organizations only).
Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b

1	(a) Name of disqualified person	(b) Description of transaction	(c) Corrected?	
			Yes	No

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

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

Part II Loans to and/or From Interested Persons.
Complete if the organization answered "Yes" on Form 990, Part IV, line 26, or Form 990-EZ, Part V, line 38a

(a) Name of interested person and purpose	(b) Loan to or from the organization?		(c)Original principal amount	(d)Balance due	(e) In default?		(f) Approved by board or committee?		(g)Written agreement?	
	To	From			Yes	No	Yes	No	Yes	No
Total ▶ \$ _____										

Part III Grants or Assistance Benefitting 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 grant or type of assistance

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
(1) Gloria Pote	see Part V	63,804	see Part V		No
(2) Teresa M Sanchez-Lazer	see Part V	211,529	see Part V		No
(3) Mary Lou Lennon	see Part V	120,252	see Part V		No

Part V

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

Identifier	Return Reference	Explanation
Part IV	Relationship between interested person and the organization	(a)Name of person Gloria Pote(b)Relationship between interested person and the organization family member of Stephen K Pote, Current Officer(d)Description of transaction Salary and benefits(a)Name of person Teresa M Sanchez-Lazer (b)Relationship between interested person and the organization family member of Stephen Lazer, Current Officer(d)Description of transaction Salary and benefits(a)Name of person Mary Lou Lennon(b)Relationship between interested person and the organization family member of Randy Bennett, currently one of the five Highest Compensated Employees(d)Description of transaction Salary and benefits

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 to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2011

Open to Public
Inspection

Name of the organization Educational Testing Service	Employer identification number 21-0634479
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Identifier	Return Reference	Explanation
	Form 990, Part VI, Section B, line 11	All active Trustees received a copy of Form 990 for review prior to Board of Directors meeting Form 990 was reviewed by the Board of Trustees' Audit Committee and the full Board of Trustees prior to filing

Identifier	Return Reference	Explanation
	Form 990, Part VI, Section B, line 12c	<p>The Trustees of Educational Testing Service, individually and collectively, are expected to act in accordance with the highest standards of ethical behavior. Annually, the Audit Committee reviews the ETS Code of Ethics for Members of the Board of Trustees. Subsequently, each Trustee receives a copy of the Code of Ethics and signs a statement agreeing to abide by the Code. The Code includes a policy on Conflict of Interest. The Trustees also annually complete a Trustee Disclosure Statement and a Trustee Affiliation Form. The Disclosure Statement addresses the Trustees' material financial interest to which ETS is a party, or the material financial interest of a related party to which ETS is a party. The Affiliation Form addresses the Trustees' employment as a staff member or as a consultant, as well as their affiliation with other organizations. The Corporate Secretary reviews these disclosures for potential conflicts or the potential appearance of a conflict. Should a situation be disclosed that might be in contrast with the Code of Ethics, the Corporate Secretary would seek resolution with the involvement of the appropriate authority such as the Audit Committee or the ETS General Counsel and Chief Ethics Officer. Intrinsic to the policy is a Trustee releasing themselves to prevent a conflict of interest or avoid an appearance of a conflict of interest. Failure to respond to the annual disclosure process would result in the requisite follow-up by the Corporate Secretary. Candidates for Trustees receive the Code of Ethics and are required to complete the Affiliations Form prior to standing for election. Trustees can obtain assistance with the interpretation or administration of the Code of Ethics or procedures from the Corporate Secretary or the General Counsel and Chief Ethics Officer. Educational Testing Service requires that employees, including officers, who are uncertain whether an outside activity comes within the scope of ETS's Code of Ethics policy, which contains its Conflict of Interest Policy, to discuss the matter with their supervisors. Employees wishing to engage in outside activities must submit an Outside Activities Report to their division director for review and approval prior to engaging in the activity. Employees must submit an amended report whenever the activity changes. The report is reviewed and the employee is informed whether the request is approved. The employee's division Vice President and the Vice President of Strategic Workforce Solutions (ETS's Human Resources Department) receive a copy of all such reports regardless of whether the request is approved. Any situation involving a potential conflict of interest must be reviewed by SWS to verify that no conflict exists. Any employee who acquires information that gives the employee reason to believe that any employee, officer or trustee is engaged in conduct that is prohibited by ETS's Code of Ethics, or that any sales representative, distributor or other person or firm representing ETS in any transaction is engaged in the type of conduct (whether or not in connection with a transaction involving ETS or its products) which, if engaged in by an employee, would violate this policy is required to report this information immediately. All complaints regarding potential conflicts of interest are investigated promptly, and where necessary, immediate and appropriate action is taken to stop and remedy any such conduct. Any employee or officer, found in violation of this policy will be subject to disciplinary action, up to and including termination, depending upon the severity of the violation. This policy is reviewed by a team of Strategic Workforce Solutions employees. Beginning in 2009, all ETS employees receive a copy of the Code of Ethics on an annual basis. The annual review and signature indicating their agreement to comply with the policy is mandatory as part of employment with ETS.</p>

Identifier	Return Reference	Explanation
	Form 990, Part VI, Section B, line 15	ETS engages an external executive compensation consultant organization to review and advise on excess benefit transaction law and to prepare an annual report and analysis of proposed compensation for ETS's CEO and officers. The analysis includes data on compensation for comparable organizations and similar occupations/functions in similarly situated organizations. The executive compensation consultant also develops a Letter of Reasonableness regarding the analyses of Officer pay consistent with government guidelines which is presented to the Committee on Governance and Human Resources and the Board for review, comment and approval.

Identifier	Return Reference	Explanation
	Form 990, Part VI, Section C, line 19	Currently, ETS does not make its governing documents, conflict of interest policy, or financial statements available to the public. This process is consistent with prior years.

Identifier	Return Reference	Explanation
Changes in Net Assets or Fund Balances	Form 990, Part XI, line 5	Net unrealized losses on investments -4,458,334 Dividend received from ETS Canada -200,000 Equity earnings in affiliates 49,432,000 Miscellaneous 3,400 ETS Tech disregarded entity income -565,000 Increase to post-retirement medical benefits obligation -18,971,649 Total to Form 990, Part XI, Line 5 25,240,417

Identifier	Return Reference	Explanation
	PART XII Line 2c	The process has not changed from prior year

Identifier	Return Reference	Explanation
BUSINESS TRANSACTIONS INVOLVING INTERESTED PERSONS	Schedule L, Part IV	(a) Name of Person Gloria Pote (b) Relationships between Interested Person and Organization Family member of Stephen K Pote, Current Officer (d) Description of Transaction Salary and benefits (a) Name of Person Teresa M Sanchez-Lazer (b) Relationships between Interested Person and Organization Family member of Stephen Lazer, Current Officer (d) Description of Transaction Salary and benefits (a)Name of person Mary Lou Lennon (b)Relationship between interested person and the organization family member of Randy Bennett, currently one of the five Highest Compensated Employees (d)Description of transaction Salary and benefits

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

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

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
Educational Testing Service

Employer identification number
21-0634479

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

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) Capstar LLC Rosedale Road Princeton, NJ 08541 82-0582786	Inactive	DE	0	87,456	Educational Testing Service
(2) ETS Tech LLC Rosedale Road Princeton, NJ 08541 45-4054815	Holding company	DE	0	10,500,000	Educational Testing Service
(3) Computerized Assessments and Learning LLC 1202 East 23rd Street Suite D Lawrence, KS 66046 20-4973305	Educational services	KS	565,000	22,667,000	Educational Testing Service
(4) Likelive LLC Rosedale Road Princeton, NJ 08541 38-3860534	Educational services	DE	0	0	Educational Testing Service

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
(1) Educational Testing Service Retiree's Benefit Trust Rosedale Road MS 56-D Princeton, NJ 08541 22-3372287	Benefit Plan	NJ	501(c)9		Educational Testing Service		No
(2) Educational Testing Service Medical and Dental Benefits Plan Rosedale Road MS 56-D Princeton, NJ 08541 22-2680630	Benefit Plan	NJ	501(c)9		Educational Testing Service		No

Part III

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total income	(g) Share of end-of- year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership
See Additional Data Table							

Part V

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

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

1

During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a

Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity

b

Gift, grant, or capital contribution to related organization(s)

c

Gift, grant, or capital contribution from related organization(s)

d

Loans or loan guarantees to or for related organization(s)

e

Loans or loan guarantees by related organization(s)

f

Sale of assets to related organization(s)

g

Purchase of assets from related organization(s)

h

Exchange of assets with related organization(s)

i

Lease of facilities, equipment, or other assets to related organization(s)

j

Lease of facilities, equipment, or other assets from related organization(s)

k

Performance of services or membership or fundraising solicitations for related organization(s)

l

Performance of services or membership or fundraising solicitations by related organization(s)

m

Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

n

Sharing of paid employees with related organization(s)

o

Reimbursement paid to related organization(s) for expenses

p

Reimbursement paid by related organization(s) for expenses

q

Other transfer of cash or property to related organization(s)

r

Other transfer of cash or property from related organization(s)

Yes

No

1a

Yes

1b

No

1c

No

1d

Yes

1e

No

1f

No

1g

No

1h

No

1i

No

1j

No

1k

Yes

1l

Yes

1m

No

1n

Yes

1o

Yes

1p

No

1q

No

1r

Yes

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount involved	(d) Method of determining amount involved
(1) See Additional Data Table			
(2)			
(3)			
(4)			
(5)			
(6)			

Schedule R (Form 990) 2011

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

[illegible]

Part VII

Supplemental Information

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

Identifier	Return Reference	Explanation	
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Software ID:

Software Version:

EIN: 21-0634479

Name: Educational Testing Service

Form 990, Schedule R, Part IV - Identification of Related Organizations Taxable as a Corporation or Trust

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal Domicile (State or Foreign Country)	(d) Direct Controlling Entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income (\$)	(g) Share of end-of-year assets (\$)	(h) Percentage ownership
Educational Testing Service (ETS) Global BV World Trade Center Amsterdam Straw Amsterdam 1077 XX NL	Educational services	NL	Educational Testing Service	C	35,596,377	10,460,254	100 000 %
Educational Testing Service Canada Inc 212-133 Princess St Kingston, Ontario K7L 1A8 CA	Educational services	CA	Educational Testing Service	C	1,895,690	928,820	100 000 %
ETS Assessments (Beijing) Ltd No 3 Dongsanhuan Beilu Block B L Beijing 100027 CH	Educational services	CH	Educational Testing Service (ETS) Global BV	C	1,770,756	1,038,137	100 000 %
ETS Educational Services (India) Private Limited 12-2-417/A/15 Jayanagar Colony Hyderabad 500 082 IN	Educational services	IN	Educational Testing Service	C		12,609	100 000 %
Prometric Holdings Inc 1501 South Clinton Street Baltimore, MD 21224 26-0416543	Holding company	DE	Educational Testing Service	C		125,849,072	100 000 %
Prometric Inc 1501 South Clinton Street Baltimore, MD 21224 26-0416596	Educational services	DE	Prometric Holdings Inc	C	251,818,354	527,434,345	100 000 %
Prometric Japan Company Limited Kayabacho Tower Bldg 15F 1-21-2 Shi Tokyo 104-0033 JA	Educational services	JA	Prometric Inc	C	35,816,055	31,421,497	100 000 %
Prometric Limited 6th Fl 1 Exchange Quay Salford Q Manchester M5 3EA UK 98-0561896	Educational services	UK	Prometric Inc	C	21,189,940	9,366,269	100 000 %
Ireland Test Center Delivery Limited Office 11 Verdala Business Center Mrieheil BKR 3000 MT 98-0561894	Holding company	MT	Prometric Inc	C	-15		100 000 %
Australia Test Centre Pty Limited Suite 12 Level 12 37 Bligh Street Sydney NSW 2000 AS 98-0561893	Holding company	AS	Prometric Inc	C	14	11,428,438	100 000 %
The Netherlands Test Center Holding BV Strawinskylaan 913 Amsterdam 1077 NL 98-0561890	Holding company	NL	Prometric Inc	C		54,390,661	100 000 %
Prometric Ireland Ltd 25/28 North Wall Quay Dublin 1 EI	Educational services	EI	Ireland Test Center Delivery Limited	C	11,302,003	18,448,134	100 000 %
Prometric Pty Ltd Suite 12 Level 12 37 Bligh Street Sydney NSW 2000 AS	Educational services	AS	Australia Test Centre Pty Limited	C	914,733	1,591,763	100 000 %
Prometric I BV Noorderwagenplein 6 Lelystad 8223 AL NL	Educational services	NL	The Netherlands Test Center Holding BV	C	23,600,320	47,427,347	100 000 %
Prometric BV Noorderwagenplein 6 Lelystad 8223 AL NL	Educational services	NL	Prometric I BV	C	8,615,904	49,708,621	100 000 %
Prometric II BV Noorderwagenplein 6 Lelystad 8223 AL NL	Educational services	NL	Prometric I BV	C	6,598,651	5,876,742	100 000 %
Prometric III BV Noorderwagenplein 6 Lelystad 8223 AL NL	Educational services	NL	Prometric I BV	C	4,818,242	2,240,377	100 000 %
Prometric Korea Limited Yoon-Ik Building 8 Fl 706-13 Yeok Seoul KS	Educational services	KS	Prometric BV	C	2,554,186	2,076,472	100 000 %
Prometric (Pty) Ltd Block C Empire Park 55 Empire Roa Johannesburg 2193 SF	Educational services	SF	Prometric BV	C	893,151	483,294	100 000 %
Prometric Testing Services Private Ltd 2nd Floor DLF Infinity Tower-A Sec Gurgaon, Haryana 122-002 IN	Educational services	IN	Prometric BV	C	6,592,365	5,083,604	100 000 %

Form 990, Schedule R, Part IV - Identification of Related Organizations Taxable as a Corporation or Trust

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal Domicile (State or Foreign Country)	(d) Direct Controlling Entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income (\$)	(g) Share of end-of-year assets (\$)	(h) Percentage ownership
Prometric Technology (Beijing) Co Ltd Unit 406 Raycom InfoTech Tower A Beijing 100080 CH	Educational services	CH	Prometric BV	C	1,810,389	791,933	100 000 %
Prometric Limited Israel 22 Rivlin Street Jerusalem 94240 IS	Educational services	IS	Prometric BV	C		72,632	100 000 %
Prometric Technology SDN Bhd Suite 21A-15-1 Farber Imperial CRT Kuala Lumpur 50250 MY	Educational services	MY	Prometric BV	C	4,843,964	2,201,744	100 000 %
Prometric GmbH Tortrasse 49 Berlin 10119 GM	Educational services	GM	Prometric II BV	C	398,722	1,008,483	100 000 %
Prometric Pte Ltd 77 Robinson Road 15-01 068898 SN	Educational services	SN	Prometric II BV	C	2,525,871	1,172,267	100 000 %
Prometric Thomson Learning Sp Zoo Room 307 UI Nowogrodzka 84/86 Warsaw PL	Educational services	PL	Prometric II BV	C			
Prometric FZ LLC Dubai Knowledge Village Office 108 Dubai AE	Educational services	AE	Prometric I BV	C	1,409,768	514,659	100 000 %
Educational Testing Service International Holdings Limited 25/2 Dublin 1 EI	Educational services	EI	Educational Testing Service	C		11,700,000	100 000 %
Edusoft Ltd 16 Hamelacha St North Industrial P Rosh Ha'Ayin 48091 IS	Educational services	IS	Educational Testing Service International Holdings Limited	C	1,893,582	16,630,556	100 000 %
SpeakingPal Ltd 6 HaNehoshet Street Tel Aviv 69710 IS	Educational services	IS	Edusoft Ltd	C	298,079	209,804	26 930 %

Form 990, Schedule R, Part V - Transactions With Related Organizations

(a) Name of other organization		(b) Transaction type(a-r)	(c) Amount Involved (\$)	(d) Method of determining amount involved
(1)	Educational Testing Service (ETS) Global BV	L	5,842,359	Fair market value
(2)	Educational Testing Service (ETS) Global BV	A	1,937,818	Cash
(3)	Educational Testing Service (ETS) Global BV	R	1,070,744	Cash
(4)	Educational Testing Service Medical and Dental Benefits Plan	O	20,300,242	Cash
(5)	ETS Canada Inc	L	285,443	Fair market value
(6)	ETS Canada Inc	K	71,401	Fair market value
(7)	ETS Canada Inc	A	225,471	Cash
(8)	ETS Canada Inc	R	200,000	Cash
(9)	Prometric Inc	L	106,140,275	Fair market value
(10)	Prometric Inc	K	1,800,954	Fair market value

Form

4562

Depreciation and Amortization
(Including Information on Listed Property)

OMB No 1545-0172

2011

Attachment
Sequence No 179

Department of the Treasury
Internal Revenue Service (99)

See separate instructions. Attach to your tax return.

Name(s) shown on return Educational Testing Service	Business or activity to which this form relates Form 990 Page 10	Identifying number 21-0634479
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Part I Election to Expense Certain Property Under Section 179

Note: If you have any listed property, complete Part V before you complete Part I.

1 Maximum amount (see instructions)	1	500,000
2 Total cost of section 179 property placed in service (see instructions)	2	
3 Threshold cost of section 179 property before reduction in limitation (see instructions)	3	2,000,000
4 Reduction in limitation Subtract line 3 from line 2 If zero or less, enter -0-	4	
5 Dollar limitation for tax year Subtract line 4 from line 1 If zero or less, enter -0- If married filing separately, see instructions	5	

6 (a) Description of property	(b) Cost (business use only)	(c) Elected cost	
7 Listed property Enter the amount from line 29	7		
8 Total elected cost of section 179 property Add amounts in column (c), lines 6 and 7	8		
9 Tentative deduction Enter the smaller of line 5 or line 8	9		
10 Carryover of disallowed deduction from line 13 of your 2010 Form 4562	10		
11 Business income limitation Enter the smaller of business income (not less than zero) or line 5 (see instructions)	11		
12 Section 179 expense deduction Add lines 9 and 10, but do not enter more than line 11	12		
13 Carryover of disallowed deduction to 2012 Add lines 9 and 10, less line 12	13		

Note: Do not use Part II or Part III below for listed property. Instead, use Part V.

Part II Special Depreciation Allowance and Other Depreciation (Do not include listed property) (See instructions)

14 Special depreciation allowance for qualified property (other than listed property) placed in service during the tax year (see instructions)	14	
15 Property subject to section 168(f)(1) election	15	
16 Other depreciation (including ACRS)	16	9,639,771

Part III MACRS Depreciation (Do not include listed property.) (See instructions.)

Section A		
17 MACRS deductions for assets placed in service in tax years beginning before 2011	17	
18 If you are electing to group any assets placed in service during the tax year into one or more general asset accounts, check here		

Section B—Assets Placed in Service During 2011 Tax Year Using the General Depreciation System

(a) Classification of property	(b) Month and year placed in service	(c) Basis for depreciation (business/investment use only—see instructions)	(d) Recovery period	(e) Convention	(f) Method	(g) Depreciation deduction
19a 3-year property						
b 5-year property						
c 7-year property						
d 10-year property						
e 15-year property						
f 20-year property						
g 25-year property			25 yrs		S/L	
h Residential rental property			27 5 yrs	MM	S/L	
			27 5 yrs	MM	S/L	
i Nonresidential real property			39 yrs	MM	S/L	
				MM	S/L	

Section C—Assets Placed in Service During 2011 Tax Year Using the Alternative Depreciation System

20a Class life					S/L	
b 12-year			12 yrs		S/L	
c 40-year			40 yrs	MM	S/L	

Part IV Summary (see instructions)

21 Listed property Enter amount from line 28	21	
22 Total. Add amounts from line 12, lines 14 through 17, lines 19 and 20 in column (g), and line 21 Enter here and on the appropriate lines of your return Partnerships and S corporations—see instructions	22	9,639,771
23 For assets shown above and placed in service during the current year, enter the portion of the basis attributable to section 263A costs	23	

Part V

Listed Property (Include automobiles, certain other vehicles, certain computers, and property used for entertainment, recreation, or amusement.)
Note: For any vehicle for which you are using the standard mileage rate or deducting lease expense, complete **only** 24a, 24b, columns (a) through (c) of Section A, all of Section B, and Section C if applicable.

Section A—Depreciation and Other Information (Caution: See the instructions for limits for passenger automobiles.)

24a Do you have evidence to support the business/investment use claimed? <input type="checkbox"/> Yes <input type="checkbox"/> No						24b If "Yes," is the evidence written? <input type="checkbox"/> Yes <input type="checkbox"/> No			
(a) Type of property (list vehicles first)	(b) Date placed in service	(c) Business/ investment use percentage	(d) Cost or other basis	(e) Basis for depreciation (business/investment use only)	(f) Recovery period	(g) Method/ Convention	(h) Depreciation/ deduction	(i) Elected section 179 cost	
25Special depreciation allowance for qualified listed property placed in service during the tax year and used more than 50% in a qualified business use (see instructions)							25		
26 Property used more than 50% in a qualified business use									
		%							
		%							
		%							
27 Property used 50% or less in a qualified business use									
		%				S/L -			
		%				S/L -			
		%				S/L -			
28 Add amounts in column (h), lines 25 through 27 Enter here and on line 21, page 1						28			
29 Add amounts in column (i), line 26 Enter here and on line 7, page 1							29		

Section B—Information on Use of Vehicles

Complete this section for vehicles used by a sole proprietor, partner, or other "more than 5% owner," or related person
If you provided vehicles to your employees, first answer the questions in Section C to see if you meet an exception to completing this section for those vehicles

30 Total business/investment miles driven during the year (do not include commuting miles)	(a) Vehicle 1		(b) Vehicle 2		(c) Vehicle 3		(d) Vehicle 4		(e) Vehicle 5		(f) Vehicle 6	
31 Total commuting miles driven during the year												
32 Total other personal(noncommuting) miles driven												
33 Total miles driven during the year Add lines 30 through 32												
34 Was the vehicle available for personal use during off-duty hours?	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No
35 Was the vehicle used primarily by a more than 5% owner or related person?												
36 Is another vehicle available for personal use?												

Section C—Questions for Employers Who Provide Vehicles for Use by Their Employees

Answer these questions to determine if you meet an exception to completing Section B for vehicles used by employees who **are not** more than 5% owners or related persons (see instructions)

37 Do you maintain a written policy statement that prohibits all personal use of vehicles, including commuting, by your employees?	Yes	No
38 Do you maintain a written policy statement that prohibits personal use of vehicles, except commuting, by your employees? See the instructions for vehicles used by corporate officers, directors, or 1% or more owners		
39 Do you treat all use of vehicles by employees as personal use?		
40 Do you provide more than five vehicles to your employees, obtain information from your employees about the use of the vehicles, and retain the information received?		
41 Do you meet the requirements concerning qualified automobile demonstration use? (See instructions)		
Note: If your answer to 37, 38, 39, 40, or 41 is "Yes," do not complete Section B for the covered vehicles		

Part VI Amortization

(a) Description of costs	(b) Date amortization begins	(c) Amortizable amount	(d) Code section	(e) Amortization period or percentage	(f) Amortization for this year
42 Amortization of costs that begins during your 2011 tax year (see instructions)					
43 Amortization of costs that began before your 2011 tax year				43	36,851,229
44 Total. Add amounts in column (f) See the instructions for where to report				44	36,851,229