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Part III

Statement of Program Service Accomplishments

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

☐

1

Briefly describe the organization's mission

THE AMERICAN COUNCIL OF LIFE INSURERS, INC (ACLI), A NON-PROFIT ORGANIZATION INCORPORATED IN DELAWARE, PROVIDES A UNIFIED MEMBERSHIP ASSOCIATION TO ADVANCE THE COMMON INTERESTS OF THE LIFE INSURANCE INDUSTRY THE ACLI IS A UNIFIED VOICE ON ISSUES FROM RETIREMENT SECURITY TO TAX POLICY TO INTERNATIONAL TRADE WE ARE BACKED BY AN INDUSTRY WITH MORE THAN 200 YEARS OF EXPERIENCE PROTECTING AMERICAN FAMILIES AND BUSINESSES THE ACLI SHAPES PUBLIC DEBATE, STAYS AHEAD OF TRENDS, AND HELPS ITS MEMBERS COMPETE IN CHANGING TIMES THE ACLI EXPANDS AWARENESS OF HOW THE PRODUCTS OFFERED BY LIFE INSURERS- LIFE INSURANCE, ANNUITIES, DISABILITY INCOME AND LONG-TERM CARE INSURANCE, PENSION, 401(K), 403(B), 457 PLANS, AND IRAS-HELP AMERICANS PLAN FOR AND ACHIEVE FINANCIAL AND RETIREMENT SECURITY

2

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

☐ Yes

☒ No

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

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

☐ Yes

☒ No

If "Yes," describe these changes on Schedule O

4

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

4a

(Code) (Expenses \$ including grants of \$) (Revenue \$)

STATE AFFAIRS REPRESENTS THE INDUSTRY IN STATE AND LOCAL LEGISLATIVE MATTERS, RESEARCHES AND COMPILES STATISTICS FOR THE LIFE INSURANCE INDUSTRY

4b

(Code) (Expenses \$ including grants of \$) (Revenue \$)

PUBLIC AFFAIRS CLEARINGHOUSE FOR EXCHANGE OF INDUSTRY IDEAS, STUDIES POSSIBLE SERVICE ENHANCEMENTS, PROMOTES INDUSTRY UNDERSTANDING

4c

(Code) (Expenses \$ including grants of \$) (Revenue \$)

FEDERAL AFFAIRS REPRESENTS THE INDUSTRY IN FEDERAL LEGISLATIVE MATTERS, RESEARCHES AND COMPILES STATISTICS FOR THE LIFE INSURANCE INDUSTRY

4d

Other program services (Describe in Schedule O)

(Expenses \$ including grants of \$) (Revenue \$)

4e

Total program service expenses

Form 990 (2013)

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		No
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?		No
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		
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	Yes	
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 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	Yes	
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 and XII		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 and XII 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?		No
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, Parts I and IV		No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV		No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV		No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)		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 hospital facilities? If "Yes," complete Schedule H		No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or government 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 or 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		No
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <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 lines 24b through 24d and complete Schedule K. If "No," go to line 25a</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		
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		
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If so, 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 employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	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		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <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		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	Yes	
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b		No
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		
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 11b 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 or note to any line in this Part V

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.	116	
1b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	0	
1c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		Yes	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return.	147	
2b 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).		Yes	
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?			No
3b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O.			
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?			No
4b If "Yes," enter the name of the foreign country: See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.			
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?			No
5b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?			No
5c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?			
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		Yes	
6b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		Yes	
7 Organizations that may receive deductible contributions under section 170(c).			
7a 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?			
7b If "Yes," did the organization notify the donor of the value of the goods or services provided?			
7c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?			
7d If "Yes," indicate the number of Forms 8282 filed during the year.			
7e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?			
7f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?			
7g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?			
7h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?			
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?			
9 Sponsoring organizations maintaining donor advised funds.			
9a Did the organization make any taxable distributions under section 4966?			
9b Did the organization make a distribution to a donor, donor advisor, or related person?			
10 Section 501(c)(7) organizations. Enter			
10a Initiation fees and capital contributions included on Part VIII, line 12.			
10b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.			
11 Section 501(c)(12) organizations. Enter			
11a Gross income from members or shareholders.			
11b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).			
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?			
12b If "Yes," enter the amount of tax-exempt interest received or accrued during the year.			
13 Section 501(c)(29) qualified nonprofit health insurance issuers.			
13a Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.			
13b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.			
13c Enter the amount of reserves on hand.			
14a Did the organization receive any payments for indoor tanning services during the tax year?			No
14b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.			

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 or note to any line 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		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O		
b	Enter the number of voting members included in line 1a, above, who are independent		
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	Yes
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	No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	No
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	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▶
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 <input type="checkbox"/> Other (explain in Schedule O)
19	Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶DONALD WALKER 101 CONSTITUTION AVENUE NW NO 700 WASHINGTON,DC 20001 (202) 624-2000

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

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

Form **990** (2013)

Part VII

1b	Sub-Total	
c	Total from continuation sheets to Part VII, Section A	
d	Total (add lines 1b and 1c)	

24

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>
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>
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>

Section B. Independent Contractors

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
SUTHERLAND ASBILL & BRENNAN 700 SIXTH STREET NW STE 700 WASHINGTON DC 20001	ADVOCACY LOBBYING	1,271,528
REVOLUTION AGENCY 1020 PRINCESS STREET ALEXANDRIA VA 22314	MEDIA PLACEMENT SERVICES	868,421
WILLIAMS & JENSEN 1155 21ST STREET NW WASHINGTON DC 20001	LEGAL REPRESENTATION	342,000
MARRIOTT BUSINESS SERVICES 555 CANAL STREET NEW ORLEANS LA 70130	HOTEL AND CONFERENCE FACILITIES	309,134
BREAKERS PALM BEACH ONE SOUTH COUNTY ROAD PALM BEACH FL 33480	HOTEL AND CONFERENCE FACILITIES	229,774

\$100,000 of compensation from the organization ▶27

Part VIII

Statement of Revenue

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

			(A)	(B)	(C)	(D)
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512-514
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns 1a				
	b	Membership dues 1b				
	c	Fundraising events 1c				
	d	Related organizations 1d				
	e	Government grants (contributions) 1e				
	f	All other contributions, gifts, grants, and similar amounts not included above 1f				
	g	Noncash contributions included in lines 1a-1f \$				
	h	Total. Add lines 1a-1f				
Program Service Revenue	2a	DUES				
		Business Code				
		900099	37,194,605	37,194,605		
	b	REGISTRATION FEES	1,295,210	1,295,210		
	c	AFFILIATE PROGRAM	580,105	580,105		
	d	PUBLICATION SALES	103,375	103,375		
	e	INTERNATIONAL PROGRAM	90,000	90,000		
	f	All other program service revenue	50,283			50,283
	g	Total. Add lines 2a-2f	39,313,578			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)	711,241			711,241
	4	Income from investment of tax-exempt bond proceeds				
	5	Royalties				
		(i) Real				
		(ii) Personal				
	6a	Gross rents				
	b	Less rental expenses				
	c	Rental income or (loss)				
	d	Net rental income or (loss)				
		(i) Securities				
		(ii) Other				
	7a	Gross amount from sales of assets other than inventory	2,375,268	8,370		
	b	Less cost or other basis and sales expenses	1,952,848	17,265		
	c	Gain or (loss)	422,420	-8,895		
	d	Net gain or (loss)	413,525			413,525
	8a	Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18				
		a				
	b	Less direct expenses b				
	c	Net income or (loss) from fundraising events				
	9a	Gross income from gaming activities See Part IV, line 19				
		a				
	b	Less direct expenses b				
	c	Net income or (loss) from gaming activities				
	10a	Gross sales of inventory, less returns and allowances				
		a				
	b	Less cost of goods sold b				
	c	Net income or (loss) from sales of inventory				
		Miscellaneous Revenue	Business Code			
	11a	OTHER INCOME	900099	469,489	469,489	
	b					
	c					
	d	All other revenue				
	e	Total. Add lines 11a-11d	469,489			
	12	Total revenue. See Instructions	40,907,833	39,732,784	0	1,175,049

Part IX

Statement of Functional Expenses

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

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

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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.	2,251,727			
2	Grants and other assistance to individuals in the United States. See Part IV, line 22.				
3	Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16.				
4	Benefits paid to or for members.				
5	Compensation of current officers, directors, trustees, and key employees.	5,982,853			
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).				
7	Other salaries and wages.	14,515,003			
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	1,933,696			
9	Other employee benefits.	934,023			
10	Payroll taxes.	1,024,101			
11	Fees for services (non-employees):				
a	Management.				
b	Legal.	119,146			
c	Accounting.	110,066			
d	Lobbying.	2,324,852			
e	Professional fundraising services. See Part IV, line 17.				
f	Investment management fees.				
g	Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).	4,596,522			
12	Advertising and promotion.	169,600			
13	Office expenses.	883,769			
14	Information technology.	235,511			
15	Royalties.				
16	Occupancy.	2,065,323			
17	Travel.	810,791			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19	Conferences, conventions, and meetings.	2,077,270			
20	Interest.				
21	Payments to affiliates.				
22	Depreciation, depletion, and amortization.	571,468			
23	Insurance.	205,808			
24	Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O).				
a	ISSUE MANAGEMENT	1,325,950			
b	RETIREE BENEFIT	398,758			
c	DUES AND MEMBERSHIPS	333,701			
d	PAC ADMINISTRATION EXPE	52,879			
e	All other expenses	44,167			
25	Total functional expenses. Add lines 1 through 24e.	42,966,984			
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720).				

Part X

Balance Sheet

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

				(A)		(B)
				Beginning of year		End of year
Assets	1	Cash—non-interest-bearing		800	1	800
	2	Savings and temporary cash investments		25,951,352	2	119,791,674
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		155,756	4	181,842
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		318,273	9	447,229
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a6,193,683			
	b	Less accumulated depreciation	10b4,627,345	1,832,127	10c	1,566,338
	11	Investments—publicly traded securities		14,699,531	11	15,312,209
	12	Investments—other securities See Part IV, line 11		23,549,966	12	26,172,329
	13	Investments—program-related See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets See Part IV, line 11		54,912	15	1,760,191
	16	Total assets. Add lines 1 through 15 (must equal line 34)		66,562,717	16	165,232,612
Liabilities	17	Accounts payable and accrued expenses		4,713,596	17	4,853,025
	18	Grants payable			18	
	19	Deferred revenue		14,169,734	19	12,466,446
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability Complete Part IV of Schedule D			21	100,060,017
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D		12,207,829	25	9,755,240
	26	Total liabilities. Add lines 17 through 25		31,091,159	26	127,134,728
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.					
	27	Unrestricted net assets		25,833,440	27	32,696,218
	28	Temporarily restricted net assets		9,638,118	28	5,401,666
	29	Permanently restricted net assets			29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.					
	30	Capital stock or trust principal, or current funds			30	
	31	Paid-in or capital surplus, or land, building or equipment fund			31	
	32	Retained earnings, endowment, accumulated income, or other funds			32	
	33	Total net assets or fund balances		35,471,558	33	38,097,884
	34	Total liabilities and net assets/fund balances		66,562,717	34	165,232,612

Part XI Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	40,907,833
2	Total expenses (must equal Part IX, column (A), line 25)	2	42,966,984
3	Revenue less expenses Subtract line 2 from line 1	3	-2,059,151
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	35,471,558
5	Net unrealized gains (losses) on investments	5	877,618
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	3,807,859
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	38,097,884

Part XII Financial Statements and Reporting

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

		Yes	No
1	Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other 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? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		No
2b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	Yes	
2c	If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
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?		No
3b	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		

Additional Data

Software ID:

Software Version:

EIN: 52-1044350

Name: AMERICAN COUNCIL OF LIFE INSURERS INC

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 (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
JOHN D JOHNS CHAIRMAN	2 00	X		X				0	0	0
ROGER W CRANDALL CHAIRMAN-ELECT	2 00	X		X				0	0	0
DEANNA MULLIGAN CHAIRMAN-ELECT DESIGNATE	2 00	X		X				0	0	0
JAMES T MORRIS IMMEDIATE PAST CHAIRMAN	2 00	X						0	0	0
THEODORE MATHAS IMMEDIATE PAST CHAIRMAN	2 00	X						0	0	0
JOHN F BARRETT DIRECTOR	2 00	X						0	0	0
GARY C BHOJWANI DIRECTOR	2 00	X						0	0	0
CRAIG BROMLEY DIRECTOR	2 00	X						0	0	0
DON CIVGIN DIRECTOR	2 00	X						0	0	0
JERRY D DAVIS JR DIRECTOR	2 00	X						0	0	0
MICHAEL G DEKONING DIRECTOR	2 00	X						0	0	0
ESFAND DINSHAW DIRECTOR	2 00	X						0	0	0
ROGER FERGUSON JR DIRECTOR	2 00	X						0	0	0
BRADFORD L HEWITT DIRECTOR	2 00	X						0	0	0
DENNIS L JOHNSON DIRECTOR	2 00	X						0	0	0
THOMAS M MARRA DIRECTOR	2 00	X						0	0	0
JOANN M MARTIN DIRECTOR	2 00	X						0	0	0
RODNEY O MARTIN DIRECTOR	2 00	X						0	0	0
SHERRY MARTIN DIRECTOR	2 00	X						0	0	0
EILEEN C MCDONNELL DIRECTOR	2 00	X						0	0	0
DANIEL MCNAMARA DIRECTOR	2 00	X						0	0	0
JOSEPH MONK DIRECTOR	2 00	X						0	0	0
MARK PEARSON DIRECTOR	2 00	X						0	0	0
JOHN S ROBERTS DIRECTOR	2 00	X						0	0	0
PETER R SCHAEFER DIRECTOR	2 00	X						0	0	0

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 (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
J ERIC SMITH DIRECTOR	2 00	X						0	0	0
JOHN R STRANGFELD DIRECTOR	2 00	X						0	0	0
PETER L TEDONE DIRECTOR	2 00	X						0	0	0
KIRT A WALKER DIRECTOR	2 00	X						0	0	0
WILLIAM WHEELER DIRECTOR	2 00	X						0	0	0
JAY S WINTROB DIRECTOR	2 00	X						0	0	0
JOHN R WOERNER DIRECTOR	2 00	X						0	0	0
DENNIS R GLASS DIRECTOR	2 00	X						0	0	0
THOMAS E HENNING DIRECTOR	2 00	X						0	0	0
MARK W MULLIN DIRECTOR	2 00	X						0	0	0
JOHN E SCHLIFSKE DIRECTOR	2 00	X						0	0	0
LARRY D ZIMPLEMAN DIRECTOR	2 00	X						0	0	0
STEVEN A KANDARIAN DIRECTOR	2 00	X						0	0	0
CHRISTOPHER LITTLEFIELD DIRECTOR	2 00	X						0	0	0
ANDREW J MCMAHON DIRECTOR	2 00	X						0	0	0
JEFFREY NORDSTROM DIRECTOR	2 00	X						0	0	0
DIRK KEMPTHORNE PRESIDENT & CEO	40 00			X				1,431,992	0	118,469
DAVID C TURNER CORPORATE SECRETARY	40 00			X				402,520	0	93,500
DONALD L WALKER SVP, ADMINISTRATION & CFO	39 00 1 00			X				380,746	0	88,146
KIMBERLY O DORGAN SR EVP, PUBLIC POLICY	40 00				X			787,786	0	112,998
GARY E HUGHES EVP & GENERAL COUNSEL	40 00				X			681,563	0	201,065
SHAWN HAUSMAN SVP, PUBLIC AFFAIRS & PUBLISHING	39 00 1 00				X			529,744	0	146,568
WALTER C WELSH EVP, TAXES & RETIREMENT SECURITY	40 00				X			511,071	0	69,425
J BRUCE FERGUSON SVP, STATE RELATIONS	40 00				X			363,050	0	90,877
MAURICE A PERKINS SVP, FEDERAL RELATIONS	40 00				X			354,836	0	70,168

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 (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
JULIE A SPIEZIO SVP, INSURANCE REG & DEPUTY GENERAL COUNSEL	40 00					X		420,058	0	78,642
PAUL S GRAHAM SVP, INSURANCE REGULATION & CHIEF ACTUARY	40 00					X		406,358	0	92,525
BRIAN WAIDMANN CHIEF OF STAFF	40 00					X		363,175	0	42,958
CARL B WILKERSON VP & CHIEF COUNSEL, SECURITIES & LITIGATION	40 00					X		318,480	0	47,140
PETER J BAUTZ VP, TAXES & RETIREMENT SECURITY	40 00					X		261,093	0	37,605

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.** ▶ **Information about Schedule C (Form 990 or 990-EZ) and its instructions is at *www.irs.gov/form990*.**

OMB No 1545-0047

2013

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

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

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

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

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

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

Name of the organization
AMERICAN COUNCIL OF LIFE INSURERS INC

Employer identification number
52-1044350

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

- 1

Provide a description of the organization’s direct and indirect political campaign activities in Part IV
- 2

Political expenditures

▶ \$
- 3

Volunteer hours

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

- 1

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

▶ \$
- 2

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

▶ \$
- 3

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

☐ Yes

☐ No
- 4a

Was a correction made?

☐ Yes

☐ No
- b

If "Yes," describe in Part IV

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

- 1

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

▶ \$
- 2

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

▶ \$
- 3

Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b

▶ \$
- 4

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

☐ Yes

☐ No
- 5

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

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

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)															
c Total lobbying expenditures (add lines 1a and 1b)															
d Other exempt purpose expenditures															
e Total exempt purpose expenditures (add lines 1c and 1d)															
f Lobbying nontaxable amount Enter the amount from the following table in both columns															
<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)															
h Subtract line 1g from line 1a If zero or less, enter -0-															
i Subtract line 1f from line 1c If zero or less, enter -0-															
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) 2010	(b) 2011	(c) 2012	(d) 2013	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B

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

For each "Yes" response to lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.		(a)		(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?			
j	Total. Add lines 1c through 1i.			
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912.			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912.			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A

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

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

Part III-B

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

1	Dues, assessments and similar amounts from members	1	37,194,605
2	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a	Current year	2a	12,558,384
b	Carryover from last year	2b	
c	Total	2c	12,558,384
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	12,558,384
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

Provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Part II-A, line 2, and Part II-B, line 1. Also, complete this part for any additional information.

Return Reference	Explanation

Part IV Supplemental Information (*continued*)[illegible]

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ **Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b**
▶ **Attach to Form 990.** ▶ **See separate instructions.** ▶ **Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.**

OMB No 1545-0047

2013

Open to Public Inspection

Name of the organization AMERICAN COUNCIL OF LIFE INSURERS INC	Employer identification number 52-1044350
--	---

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? <div><input type="checkbox"/> Yes<input type="checkbox"/> No</div>	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? <div><input type="checkbox"/> Yes<input type="checkbox"/> No</div>	

Part II

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

1

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

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

2

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

	Held at the End of the 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, and not on a historic structure listed in the National Register

3

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

4

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

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes☐ No

6

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

7

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

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?

☐ Yes☐ No

9

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

Part III

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

1a

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

b

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

(i) 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 (ASC 958) relating to these items

a

Revenues included in Form 990, Part VIII, line 1

▶ \$ _____

b

Assets included in Form 990, Part X

▶ \$ _____

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

Cat No 52283D

Schedule D (Form 990) 2013

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

- 3

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

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other
- 4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII
- 5

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

☐ Yes

☐ No

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

- 1a

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

☐ Yes

☒ No
- b

If "Yes," explain the arrangement in Part XIII and complete the following table
- c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance
- | | |
|----|--------|
| | Amount |
| 1c | |
| 1d | |
| 1e | |
| 1f | |
- 2a

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

☒ Yes

☐ No
- b

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

☒

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

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

2

Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as

a

Board designated or quasi-endowment

b

Permanent endowment

c

Temporarily restricted endowment

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

3a

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

(i) unrelated organizations

3a(i)

Yes

No

(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 XIII the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment. Complete if the organization answered 'Yes' to Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		4,784,239	3,530,877	1,253,362
d Equipment		714,564	555,146	159,418
e Other		694,880	541,322	153,558
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				1,566,338

Part XI

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered 'Yes' to Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements	1	41,665,446
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains on investments	2a	877,618
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII)	2d	
e	Add lines 2a through 2d	2e	877,618
3	Subtract line 2e from line 1	3	40,787,828
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII)	4b	120,005
c	Add lines 4a and 4b	4c	120,005
5	Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12)	5	40,907,833

Part XII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' to Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements	1	42,846,979
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 XIII)	2d	-120,005
e	Add lines 2a through 2d	2e	-120,005
3	Subtract line 2e from line 1	3	42,966,984
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII)	4b	
c	Add lines 4a and 4b	4c	0
5	Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 18)	5	42,966,984

Part XIII

Supplemental Information

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

Return Reference	Explanation
PART IV, LINE 2B	AFTER THE BANKRUPTCY OF THE EXECUTIVE LIFE INSURANCE COMPANY OF NEW YORK, THE LIFE INSURANCE INDUSTRY FELT IT WAS IMPORTANT TO PROMOTE PUBLIC CONFIDENCE IN THE RELIABILITY AND STABILITY OF THE LIFE INSURANCE AND ANNUITY INDUSTRY BY PROVIDING FOR THE PAYMENT OF BENEFITS TO CERTAIN PAYEES, MANY OF WHOM MAY BE AGED, INFIRM OR IMPOVERISHED, UNDER POLICIES INITIALLY ISSUED BY EXECUTIVE LIFE INSURANCE COMPANY OF NEW YORK (ELNY) THE ASSOCIATION WAS RESPONSIBLE FOR HANDLING THE ADMINISTRATION TO SET UP THE LEGAL STRUCTURES NECESSARY TO COLLECT FUNDS FROM SOME OF ITS MEMBERS AND THEN REMIT THE MONIES TO AN AGENT RESPONSIBLE FOR PROCESSING APPLICATIONS AND MAKING DECISIONS ON AMOUNTS OF BENEFITS TO BE PAID TO FORMER POLICY HOLDERS. DURING THE YEAR ENDED DECEMBER 31, 2013, THE ASSOCIATION COLLECTED \$100,060,017 FROM MEMBERS FOR THE ELNY HARDSHIP ESCROW FUND (THE HARDSHIP FUND) UPON RECEIVING APPROVAL OF THE TAX EXEMPT STATUS OF THE HARDSHIP FUND FROM THE IRS ON FEBRUARY 27, 2014, THE ASSOCIATION TRANSFERRED THIS AMOUNT TO THE AGENT RESPONSIBLE FOR PAYING POLICY HOLDERS ON MARCH 11, 2014.
PART X, LINE 2	ACLI, A NON-PROFIT ORGANIZATION INCORPORATED IN DELAWARE, IS A MEMBERSHIP ASSOCIATION AND IS GENERALLY EXEMPT FROM FEDERAL INCOME TAXES UNDER SECTION 501(C)(6) OF THE INTERNAL REVENUE CODE (IRC). ACLI DOES NOT HAVE ANY NET UNRELATED BUSINESS INCOME. APFS SELF-DECLARES ITS EXEMPTION FROM FEDERAL INCOME TAXES UNDER SECTION 501(C)(4) OF THE IRC. UNDER THE PROVISIONS OF THE IRC, ACLI-PAC IS EXEMPT FROM TAXES ON INCOME OTHER THAN NON-EXEMPT INCOME, WHICH INCLUDES INTEREST AND DIVIDENDS ON THE INVESTMENTS. ASI, A FOR-PROFIT ORGANIZATION INCORPORATED IN DELAWARE, ACCOUNTS FOR INCOME TAXES IN ACCORDANCE WITH THE INCOME TAXES TOPIC OF THE FASC, RESULTING IN CURRENT AND DEFERRED INCOME TAX EXPENSES. CURRENT INCOME TAX EXPENSE APPROXIMATES TAX ASSETS AND LIABILITIES THAT REPRESENT DECREASES OR INCREASES IN TAXES EXPECTED TO BE PAID IN THE FUTURE, BECAUSE OF THE FUTURE REVERSALS OF TEMPORARY DIFFERENCES IN THE BASES OF ASSETS AND LIABILITIES, AS MEASURED BY TAX LAWS AND THEIR BASES, AS REPORTED IN THE CONSOLIDATED FINANCIAL STATEMENTS. DEFERRED TAX ASSETS ARE ALSO RECOGNIZED FOR NET OPERATING LOSS (NOL) CARRYFORWARDS AND TAX CREDIT CARRYFORWARDS. VALUATION ALLOWANCES ARE THEN RECORDED TO REDUCE DEFERRED TAX ASSETS TO THE AMOUNTS MANAGEMENT CONCLUDES ARE MORE LIKELY THAN NOT TO BE REALIZED. INCOME TAXES ARE FURTHER EXPLAINED IN NOTE 9. MANAGEMENT EVALUATED THE ASSOCIATION'S TAX POSITIONS AND CONCLUDED THAT THE ASSOCIATION HAD NOT TAKEN ANY UNCERTAIN TAX POSITIONS THAT REQUIRE ADJUSTMENT TO THE FINANCIAL STATEMENTS TO COMPLY WITH THE PROVISIONS OF THIS GUIDANCE. GENERALLY, THE ASSOCIATION IS NO LONGER SUBJECT TO INCOME TAX EXAMINATIONS BY THE UNITED STATES FEDERAL, STATE, OR LOCAL AUTHORITIES FOR YEARS PRIOR TO 2010.
PART XI, LINE 4B - OTHER ADJUSTMENTS	RETIREE BENEFIT INCOME
PART XII, LINE 2D - OTHER ADJUSTMENTS	RETIREE BENEFIT INCOME

[illegible]

Schedule I
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization
AMERICAN COUNCIL OF LIFE INSURERS INC

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

▶ Information about Schedule I (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2013

Open to Public
Inspection

Employer identification number
52-1044350

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. Part II can be duplicated 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
(1) FIDELCO GUIDEDOG FOUNDATION 103 VISION WAY BLOOMFIELD,CT 06002	06-6060478	501(C)(3)	42,485				GENERAL SUPPORT
(2) MOUNT VERNON LADIES ASSOCIATION 3600 MOUNT VERNON MEMORIAL HIGHWAY MT VERNON,VA 22121	54-0564701	501(C)(3)	7,000				GENERAL SUPPORT
(3) US CAPITOL HISTORICAL SOCIETY 200 MARYLAND AVENUE NE WASHINGTON,DC 20002	52-0796820	501(C)(3)	10,000				GENERAL SUPPORT
(4)							GENERAL SUPPORT
(5) CENTER FOR STRATEGIC & INTERNATIONAL STUDIES 1800 K STREET NW WASHINGTON,DC 20006	52-1501082	501(C)(3)	10,000				GENERAL SUPPORT
(6) AMERICANS TO PROTECT FAMILY SECURITY 101 CONSTITUTION AVE NW SUITE 700 WASHINGTON,DC 20001	46-1362634	501(C)(4)	2,142,847				GENERAL SUPPORT

2

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

5

3

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

1

Part III

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

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance

Part IV

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

Return Reference	Explanation
PART I, LINE 2	THE ORGANIZATION MAKES CONTRIBUTIONS, GRANTS AND SPONSORSHIP PAYMENTS TO VARIOUS ORGANIZATIONS. SMALL CONTRIBUTIONS, GRANTS AND SPONSORSHIP PAYMENTS REQUIRE THE APPROVAL OF A SINGLE SENIOR STAFF MEMBER. ANY PAYMENT GREATER THAN \$50,000 REQUIRES THE APPROVAL OF THE EXECUTIVE VP, CORPORATE SECRETARY, TREASURER, CEO OR CHIEF OF STAFF.

Schedule J
(Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

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

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 23.
▶ Attach to Form 990. ▶ See separate instructions.

▶ Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2013

Open to Public Inspection

Name of the organization
AMERICAN COUNCIL OF LIFE INSURERS INC

Employer identification number
52-1044350

Part I

Questions Regarding Compensation

	Yes	No
<div><div>1a</div><div>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><div><div><input type="checkbox"/> First-class or charter travel</div><div><input checked="" type="checkbox"/> Travel for companions</div><div><input type="checkbox"/> Tax idemnification and gross-up payments</div><div><input type="checkbox"/> Discretionary spending account</div></div><div><div><input type="checkbox"/> Housing allowance or residence for personal use</div><div><input type="checkbox"/> Payments for business use of personal residence</div><div><input checked="" type="checkbox"/> Health or social club dues or initiation fees</div><div><input type="checkbox"/> Personal services (e g , maid, chauffeur, chef)</div></div></div></div>		
<div><div>b</div><div>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 of the expenses described above? If "No," complete Part III to explain.</div></div>	Yes	
<div><div>2</div><div>Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a?</div></div>	Yes	
<div><div>3</div><div>Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.</div><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><input 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></div>		
<div><div>4</div><div>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:</div></div>		
<div><div>a</div><div>Receive a severance payment or change-of-control payment?</div></div>		No
<div><div>b</div><div>Participate in, or receive payment from, a supplemental nonqualified retirement plan?</div></div>	Yes	
<div><div>c</div><div>Participate in, or receive payment from, an equity-based compensation arrangement?</div></div> <div>If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.</div>		No
<div><div></div><div>Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.</div></div>		
<div><div>5</div><div>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:</div></div>		
<div><div>a</div><div>The organization?</div></div>		
<div><div>b</div><div>Any related organization?</div></div> <div>If "Yes," to line 5a or 5b, describe in Part III.</div>		
<div><div>6</div><div>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:</div></div>		
<div><div>a</div><div>The organization?</div></div>		
<div><div>b</div><div>Any related organization?</div></div> <div>If "Yes," to line 6a or 6b, describe in Part III.</div>		
<div><div>7</div><div>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.</div></div>		
<div><div>8</div><div>Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III.</div></div>		
<div><div>9</div><div>If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?</div></div>		

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

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

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

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported as deferred in prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
See Additional Data Table								

Part III Supplemental Information

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

Return Reference	Explanation
PART I, LINE 1A	DIRK KEMPTHORNE RECEIVED THE BENEFIT OF SPOUSE TRAVEL IN THE AMOUNT OF \$2,985 THIS AMOUNT WAS INCLUDED IN BOX 5 OF W-2 DIRK KEMPTHORNE RECEIVED THE BENEFIT OF SOCIAL CLUB DUES IN THE AMOUNT OF \$51,060 THIS AMOUNT WAS INCLUDED IN BOX 5 OF W-2
PART I, LINE 4B	THE FOLLOWING EMPLOYEES RECEIVED A PAYMENT FROM NONQUALIFIED RETIREMENT PLAN DIRK KEMPTHORNE - \$30,304 DAVID C TURNER - \$19,812 DONALD L WALKER - \$16,294 KIMBERLY DORGAN - \$67,443 GARY E HUGHES - \$162,214 SHAWN HAUSMAN - \$147,965 WALTER C WELSH - \$62,013 JULIE A SPIEZIO - \$21,717 PAUL S GRAHAM - \$16,122 BRIAN WAIDMANN - \$671 J BRUCE FERGUSON - \$16,930 MAURICE A PERKINS - \$665 CARL B WILKERSON - \$799

Additional Data

Software ID:
Software Version:
EIN: 52-1044350
Name: AMERICAN COUNCIL OF LIFE INSURERS INC

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				
DIRK KEMPTHORNE PRESIDENT & CEO	(i)	967,726	363,800	100,466	96,296	23,313	1,551,601	30,304
	(ii)	0	0	0	0	0	0	0
DAVID C TURNER CORPORATE SECRETARY	(i)	304,288	77,000	21,232	59,408	35,232	497,160	19,812
	(ii)	0	0	0	0	0	0	0
DONALD L WALKER SVP, ADMINISTRATION & CFO	(i)	289,020	74,000	17,726	56,249	33,037	470,032	16,294
	(ii)	0	0	0	0	0	0	0
KIMBERLY O DORGAN SR EVP, PUBLIC POLICY	(i)	555,000	162,600	70,186	108,532	5,606	901,924	67,443
	(ii)	0	0	0	0	0	0	0
GARY E HUGHES EVP & GENERAL COUNSEL	(i)	392,704	119,000	169,859	189,267	12,938	883,768	162,214
	(ii)	0	0	0	0	0	0	0
SHAWN HAUSMAN SVP, PUBLIC AFFAIRS & PUBLISHING	(i)	294,730	83,000	152,014	136,570	11,138	677,452	147,965
	(ii)	0	0	0	0	0	0	0
WALTER C WELSH EVP, TAXES & RETIREMENT SECURITY	(i)	369,200	73,000	68,871	66,925	3,640	581,636	62,013
	(ii)	0	0	0	0	0	0	0
J BRUCE FERGUSON SVP, STATE RELATIONS	(i)	279,188	64,000	19,862	60,285	31,732	455,067	16,930
	(ii)	0	0	0	0	0	0	0
MAURICE A PERKINS SVP, FEDERAL RELATIONS	(i)	281,488	72,000	1,348	41,119	30,189	426,144	665
	(ii)	0	0	0	0	0	0	0
JULIE A SPIEZIO SVP, INSURANCE REG & DEPUTY GENERAL	(i)	312,116	84,500	23,442	68,344	11,438	499,840	21,717
	(ii)	0	0	0	0	0	0	0
PAUL S GRAHAM SVP, INSURANCE REGULATION & CHIEF AC	(i)	299,798	89,000	17,560	60,293	33,372	500,023	16,122
	(ii)	0	0	0	0	0	0	0
BRIAN WAIDMANN CHIEF OF STAFF	(i)	287,521	71,000	4,654	40,958	3,140	407,273	671
	(ii)	0	0	0	0	0	0	0
CARL B WILKERSON VP & CHIEF COUNSEL, SECURITIES & LIT	(i)	255,428	58,500	4,552	17,488	30,792	366,760	799
	(ii)	0	0	0	0	0	0	0
PETER J BAUTZ VP, TAXES & RETIREMENT SECURITY	(i)	220,847	38,200	2,046	33,586	5,038	299,717	0
	(ii)	0	0	0	0	0	0	0

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.
▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at
www.irs.gov/form990.

OMB No 1545-0047

2013

Open to Public
Inspection

Name of the organization AMERICAN COUNCIL OF LIFE INSURERS INC	Employer identification number 52-1044350
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990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	
FORM 990, PART VI, SECTION B, LINE 11	A COPY OF FORM 990 IS PROVIDED TO EACH MEMBER OF THE AUDIT COMMITTEE PRIOR TO ITS FILING WITH THE IRS. THE BOARD HAS DELEGATED TO THE AUDIT COMMITTEE THE AUTHORITY FOR RESPONSIBILITY AND OVERSIGHT OF THE AUDIT AND FILING OF THE ANNUAL TAX RETURN.
FORM 990, PART VI, SECTION B, LINE 12C	ACLI REQUIRES ALL EXEMPT STAFF TO ANNUALLY REVIEW THE CONFLICT OF INTEREST POLICY AND DISCLOSE ANY POTENTIAL CONFLICTS. STAFF IS ALSO REQUIRED ANNUALLY TO SIGN A FORM INDICATING WHETHER ANY CONFLICTS EXIST.
FORM 990, PART VI, SECTION B, LINE 15	ACLI HAS A COMPENSATION COMMITTEE MADE UP OF A CROSS-SECTION OF THE ACLI BOARD OF DIRECTORS DELEGATED TO OVERSEE POLICIES AND TAKE ACTIONS WITH RESPECT TO ACLI PERSONNEL, EMPLOYEE BENEFIT PLANS AND BUDGETS, AND COMPENSATION RELATING TO OFFICERS AT OR ABOVE THE LEVEL OF SENIOR VICE PRESIDENT FOR THE FORTHCOMING YEAR. THE COMMITTEE MUST MEET AT LEAST ONCE PER YEAR. ACLI UTILIZES THE SERVICES OF A COMPENSATION CONSULTANT SPECIALIZING IN NONPROFIT ORGANIZATIONS TO ASSIST THE COMMITTEE IN MAINTAINING A DISCIPLINED AND THOROUGH APPROACH TO MAKING COMPENSATION DECISIONS. THE COMPENSATION CONSULTANT PROCESS INVOLVES COMPARING THE CURRENT CASH COMPENSATION AND TOTAL REMUNERATION OF THE ACLI OFFICERS AND EXECUTIVE STAFF WITH DATA DERIVED FROM A SURVEY OF COMPARABLE TRADE AND FINANCIAL INDUSTRY ASSOCIATIONS. THE COMMITTEE ALSO REVIEWS THE PERFORMANCE OF THE ORGANIZATION AS AN ADDITIONAL FACTOR IN DECIDING THE LEVEL OF STAFFING COMPENSATION. NO CHANGES TO COMPENSATION CAN BE MADE WITHOUT THE APPROVAL OF THE COMMITTEE.
FORM 990, PART VI, SECTION C, LINE 19	ACLI WILL PROVIDE A COPY OF ITS FORM 990 UPON REQUEST OR MAKE IT AVAILABLE FOR INSPECTION AT ITS OFFICES. ACLI DOES NOT MAKE AVAILABLE COPIES OF ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICIES OR AUDITED FINANCIAL STATEMENTS.
FORM 990, PART VI, LINE 1A AND PART VII, COLUMN A, NUMBER OF BOARD MEMBERS	THERE WERE FORTY-ONE BOARD MEMBERS WHO SERVED AT ANY TIME DURING THE CALENDAR YEAR. ALL BOARD MEMBERS WHO SERVED DURING THE CALENDAR YEAR ARE SHOWN IN PART VII, COLUMN A. THE NEW MEMBERS START THEIR TERMS AND FINISH THEIR TERMS IN OCTOBER EACH YEAR, BUT AT ANY GIVEN TIME ACLI, INC. HAS ONLY 31 ACTIVE BOARD MEMBERS.
FORM 990, PART IX, LINE 11G	MEDIA CONSULTING 453,369 PROGRAM MANAGEMENT 339,815 REINSURANCE CONSULTING 108,850 BENEFIT PLAN CONSULTING 72,024 HR CONSULTING 64,915 IT CONSULTING 148,838 INTERNATIONAL CONSULTING 173,335 ACTUARIAL CONSULTING 483,029 TAX CONSULTING 241,222 WEB HOSTING 102,148 SETTLEMENT FUND ADMINISTRATION 1,683,246 OTHER SERVICES 64,667 OUTSIDE COUNSEL 661,064
FORM 990, PART XI, LINE 9	EFFECT OF ADOPTION OF FASC NO. 715 3,807,859

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990. ▶ See separate instructions.
▶ Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2013

Open to Public Inspection

Name of the organization
AMERICAN COUNCIL OF LIFE INSURERS INC

Employer identification number
52-1044350

Part I Identification of Disregarded Entities

Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) 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

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 entity?	
						Yes	No
(1) INTERNATIONAL PENSION FOUNDATION 101 CONSTITUTION AVE WASHINGTON, DC 20001 52-2287615	DEVELOPMENT OF PENSION SYSTEMS IN UNDER-DEVELOPED COUNTRIES	DC	501(C)(3)	LINE 7	AMERICAN COUNCIL OF LIFE INSURERS INC	Yes	
(2) AMERICANS TO PROTECT FAMILY SECURITY 101 CONSTITUTION AVE WASHINGTON, DC 20001 46-1362634	EDUCATE POLICYMAKERS ABOUT THE ROLE OF LIFE INSURANCE TO AMERICANS	DC	501(C)(4)		AMERICAN COUNCIL OF LIFE INSURERS INC	Yes	
(3) ACLI PAC 101 CONSTITUTION AVE WASHINGTON, DC 20001 52-1292287	COLLECTING VOLUNTARY CONTRIBUTIONS FOR POLITICAL CANDIDATES AND COMMITTEES	DC	527			Yes	

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	(i) Section 512 (b)(13) controlled entity?	
								Yes	No
(1) ACLI SERVICES INC 101 CONSTITUTION AVE NW WASHINGTON, DC 20001 52-2324658	REAL ESTATE RENTAL	DE	AMERICAN COUNCIL OF LIFE INSURERS INC	C	14,894,111	6,903,574	100 000 %		No

Part V

Transactions With Related Organizations

Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

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

1During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

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

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

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

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

eLoans or loan guarantees by related organization(s)

fDividends from related organization(s)

gSale of assets to related organization(s)

hPurchase of assets from related organization(s)

iExchange of assets with related organization(s)

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

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

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

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

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

oSharing of paid employees with related organization(s)

pReimbursement paid to related organization(s) for expenses

qReimbursement paid by related organization(s) for expenses

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

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

Yes

No

1a

1b

1c

1d

1e

1f

1g

1h

1i

1j

1k

1l

1m

1n

1o

1p

1q

1r

1s

No

No

No

No

No

No

No

No

No

No

Yes

No

No

No

Yes

No

Yes

No

No

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 related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) AMERICANS TO PROTECT FAMILY SECURITY	B	2,142,847	COST
(2) ACLI SERVICES INC	K	2,454,124	COST
(3) ACLI SERVICES INC	O	545,736	COST
(4) ACLI SERVICES INC	Q	109,084	CASH

Schedule R (Form 990) 2013

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

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

Return Reference	Explanation
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