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Form **990**  
 Department of the Treasury  
 Internal Revenue Service

# Return of Organization Exempt From Income Tax

OMB No 1545-0047

**Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)**

# 2013

**Open to Public Inspection**

Do not enter Social Security numbers on this form as it may be made public. By law, the IRS generally cannot redact the information on the form.  
 Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990)

**A For the 2013 calendar year, or tax year beginning 01-01-2013, 2013, and ending 12-31-2013**

- B** Check if applicable:  
 Address change  
 Name change  
 Initial return  
 Terminated  
 Amended return  
 Application pending

**C** Name of organization  
 SANTA LUCIA CONSERVANCY

Doing Business As

Number and street (or P O box if mail is not delivered to street address) Room/suite  
 26700 RANCHO SAN CARLOS ROAD

City or town, state or province, country, and ZIP or foreign postal code  
 CARMEL, CA 93923

**D** Employer identification number  
 77-0411485

**E** Telephone number  
 (831) 626-8595

**G** Gross receipts \$ 13,559,493

**F** Name and address of principal officer  
 CHRISTINA FISCHER  
 26700 RANCHO SAN CARLOS ROAD  
 CARMEL, CA 93923

**H(a)** Is this a group return for subordinates?  Yes  No

**H(b)** Are all subordinates included?  Yes  No  
 If "No," attach a list (see instructions)

**I** Tax-exempt status  501(c)(3)  501(c) ( ) (insert no )  4947(a)(1) or  527

**J** Website: WWW.SLCONSERVANCY.ORG

**H(c)** Group exemption number

**K** Form of organization  Corporation  Trust  Association  Other **L** Year of formation 1994 **M** State of legal domicile CA

**Part I Summary**

<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities PRESERVATION OF ~20,000 ACRES OF DIVERSE NATURAL LANDS AND OPEN SPACE THROUGH ADAPTIVE LAND MANAGEMENT, ECOLOGICAL RESEARCH AND RESTORATION, CONSERVATION EASEMENT STEWARDSHIP AND ENVIRONMENTAL EDUCATION PROGRAMS		
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets		
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a)	<b>3</b>	11
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b>	10
	<b>5</b> Total number of individuals employed in calendar year 2013 (Part V, line 2a)	<b>5</b>	6
	<b>6</b> Total number of volunteers (estimate if necessary)	<b>6</b>	13
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b>	0
<b>b</b> Net unrelated business taxable income from Form 990-T, line 34	<b>7b</b>		
<b>Revenue</b>	<b>8</b> Contributions and grants (Part VIII, line 1h)	<b>Prior Year</b>	<b>Current Year</b>
	<b>9</b> Program service revenue (Part VIII, line 2g)	355,554	8,468
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d)		0
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	797,639	2,839,561
	<b>12</b> Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	12,000	27,435
		1,165,193	2,875,464
<b>Expenses</b>	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4)		0
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	410,756	447,014
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e)		0
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) $\rightarrow$ 0		
	<b>17</b> Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	527,035	482,033
	<b>18</b> Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	937,791	929,047
<b>19</b> Revenue less expenses Subtract line 18 from line 12	227,402	1,946,417	
<b>Net Assets or Fund Balances</b>		<b>Beginning of Current Year</b>	<b>End of Year</b>
	<b>20</b> Total assets (Part X, line 16)	63,215,872	65,348,589
	<b>21</b> Total liabilities (Part X, line 26)	83,946	112,831
<b>22</b> Net assets or fund balances Subtract line 21 from line 20	63,131,926	65,235,758	

**Part II Signature Block**

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

**Sign Here** \*\*\*\*\*  
 Signature of officer  
 Date 2014-10-24  
 CHRISTINA FISCHER EXECUTIVE DIRECTOR  
 Type or print name and title

**Paid Preparer Use Only**

Print/Type preparer's name: JAN VANDERBILT  
 Preparer's signature: \_\_\_\_\_  
 Date: 2014-10-24  
 Check  if self-employed  
 PTIN: P00728574  
 Firm's name: VANDERBILT CPAS PC  
 Firm's EIN: 46-3094496  
 Firm's address: 200 CLOCK TOWER PLACE SUITE B-100  
 Phone no: (831) 620-0811  
 CARMEL, CA 93923

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

**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

PRESERVATION OF ~20,000 ACRES OF DIVERSE NATURAL LANDS AND OPEN SPACE THROUGH ADAPTIVE LAND MANAGEMENT, ECOLOGICAL RESEARCH AND RESTORATION, CONSERVATION EASEMENT STEWARDSHIP AND ENVIRONMENTAL EDUCATION PROGRAMS

**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 \$ 430,464 including grants of \$ ) (Revenue \$ )  
 ADAPTIVE LAND MANAGEMENT AND HABITAT RESTORATION CONDUCTED EXTENSIVE GRASSLANDS AND OAK WOODLAND MANAGEMENT AND RESTORATION ACTIVITIES INCLUDING FRENCH BROOM AND OTHER WEED ERADICATION, SUDDEN OAK DEATH RESPONSE, PRESCRIBED BURNING AND A PILOT PROJECT USING ECOLOGICALLY MANAGED CATTLE GRAZING TO REDUCE THATCH AND PROMOTE GRASSLAND HEALTH

**4b** (Code ) (Expenses \$ 115,131 including grants of \$ ) (Revenue \$ )  
 EDUCATION AND INTERPRETIVE ACCESS PROGRAMS PROVIDED HIGH-QUALITY CURRICULUM-DRIVEN OUTDOOR ENVIRONMENTAL EDUCATION PROGRAMS TO REGIONAL SCHOOL CHILDREN AGED 6 TO 16, WITH OVER 3,000 PARTICIPANTS IN 2013

**4c** (Code ) (Expenses \$ 191,748 including grants of \$ ) (Revenue \$ )  
 COMPLIANCE AND ECOLOGICAL MONITORING ANNUAL MONITORING OF PRIVATE LANDS AND CONSTRUCTION AREAS TO ENSURE COMPLIANCE WITH CONSERVATION EASEMENT TERMS AND ASSESS THE CONDITION OF SENSITIVE RESOURCES

**4d** Other program services (Describe in Schedule O )  
 (Expenses \$ including grants of \$ ) (Revenue \$ )

**4e Total program service expenses** 737,343

**Part IV Checklist of Required Schedules**

		Yes	No
<b>1</b>	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i> <input checked="" type="checkbox"/>	Yes	
<b>2</b>	Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)? <input checked="" type="checkbox"/>	Yes	
<b>3</b>	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		No
<b>4</b>	<b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		No
<b>5</b>	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		No
<b>6</b>	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i> <input checked="" type="checkbox"/>		No
<b>7</b>	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i> <input checked="" type="checkbox"/>	Yes	
<b>8</b>	Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i> <input checked="" type="checkbox"/>		No
<b>9</b>	Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i> <input checked="" type="checkbox"/>		No
<b>10</b>	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i> <input checked="" type="checkbox"/>	Yes	
<b>11</b>	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		
<b>a</b>	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i> <input checked="" type="checkbox"/>	Yes	
<b>b</b>	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i> <input checked="" type="checkbox"/>		No
<b>c</b>	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i> <input checked="" type="checkbox"/>		No
<b>d</b>	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i> <input checked="" type="checkbox"/>	Yes	
<b>e</b>	Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i> <input checked="" type="checkbox"/>	Yes	
<b>f</b>	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i> <input checked="" type="checkbox"/>	Yes	
<b>12a</b>	Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i> <input checked="" type="checkbox"/>	Yes	
<b>b</b>	Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i> <input checked="" type="checkbox"/>		No
<b>13</b>	Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		No
<b>14a</b>	Did the organization maintain an office, employees, or agents outside of the United States?		No
<b>b</b>	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		No
<b>15</b>	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		No
<b>16</b>	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		No
<b>17</b>	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I (see instructions)</i>		No
<b>18</b>	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		No
<b>19</b>	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		No
<b>20a</b>	Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		No
<b>b</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)

<b>21</b>	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> . . . . .	<b>21</b>		No
<b>22</b>	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> . . . . .	<b>22</b>		No
<b>23</b>	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i> . . . . .	<b>23</b>	Yes	
<b>24a</b>	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i> . . . . .	<b>24a</b>		No
<b>b</b>	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? . . . . .	<b>24b</b>		
<b>c</b>	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? . . . . .	<b>24c</b>		
<b>d</b>	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? . . . . .	<b>24d</b>		
<b>25a</b>	<b>Section 501(c)(3) and 501(c)(4) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i> . . . . .	<b>25a</b>		No
<b>b</b>	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i> . . . . .	<b>25b</b>		No
<b>26</b>	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If so, complete Schedule L, Part II</i> . . . . .	<b>26</b>		No
<b>27</b>	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> . . . . .	<b>27</b>		No
<b>28</b>	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
<b>a</b>	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	<b>28a</b>		No
<b>b</b>	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	<b>28b</b>		No
<b>c</b>	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	<b>28c</b>	Yes	
<b>29</b>	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> . . . . .	<b>29</b>		No
<b>30</b>	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> . . . . .	<b>30</b>		No
<b>31</b>	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> . . . . .	<b>31</b>		No
<b>32</b>	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> . . . . .	<b>32</b>		No
<b>33</b>	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i> . . . . .	<b>33</b>		No
<b>34</b>	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i> . . . . .	<b>34</b>	Yes	
<b>35a</b>	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	<b>35a</b>		No
<b>b</b>	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .	<b>35b</b>		
<b>36</b>	<b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .	<b>36</b>		No
<b>37</b>	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i> . . . . .	<b>37</b>		No
<b>38</b>	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O . . . . .	<b>38</b>	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
<b>1a</b>	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.		
<b>1b</b>	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.		
<b>1c</b>	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		
<b>2a</b>	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.		
<b>2b</b>	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? <b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	Yes	
<b>3a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year?		No
<b>3b</b>	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O.		
<b>4a</b>	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
<b>b</b>	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.		
<b>5a</b>	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		No
<b>5b</b>	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		No
<b>5c</b>	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		
<b>6a</b>	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?		No
<b>6b</b>	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
<b>7</b>	<b>Organizations that may receive deductible contributions under section 170(c).</b>		
<b>a</b>	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?		
<b>7b</b>	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
<b>7c</b>	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
<b>7d</b>	If "Yes," indicate the number of Forms 8282 filed during the year.		
<b>7e</b>	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
<b>7f</b>	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
<b>7g</b>	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
<b>7h</b>	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
<b>8</b>	<b>Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.</b> Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		
<b>9</b>	<b>Sponsoring organizations maintaining donor advised funds.</b>		
<b>9a</b>	Did the organization make any taxable distributions under section 4966?		
<b>9b</b>	Did the organization make a distribution to a donor, donor advisor, or related person?		
<b>10</b>	<b>Section 501(c)(7) organizations.</b> Enter		
<b>10a</b>	Initiation fees and capital contributions included on Part VIII, line 12.		
<b>10b</b>	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.		
<b>11</b>	<b>Section 501(c)(12) organizations.</b> Enter		
<b>11a</b>	Gross income from members or shareholders.		
<b>11b</b>	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).		
<b>12a</b>	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?		
<b>12b</b>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.		
<b>13</b>	<b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>		
<b>13a</b>	Is the organization licensed to issue qualified health plans in more than one state? <b>Note.</b> See the instructions for additional information the organization must report on Schedule O.		
<b>13b</b>	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.		
<b>13c</b>	Enter the amount of reserves on hand.		
<b>14a</b>	Did the organization receive any payments for indoor tanning services during the tax year?		No
<b>14b</b>	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
<b>1a</b>	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>1b</b>	Enter the number of voting members included in line 1a, above, who are independent . . . . .		
<b>2</b>	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? . . . . .		No
<b>3</b>	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? . . . . .		No
<b>4</b>	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? . . . . .		No
<b>5</b>	Did the organization become aware during the year of a significant diversion of the organization's assets? . . . . .		No
<b>6</b>	Did the organization have members or stockholders? . . . . .		No
<b>7a</b>	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? . . . . .		No
<b>7b</b>	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? . . . . .		No
<b>8</b>	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
<b>8a</b>	The governing body? . . . . .	Yes	
<b>8b</b>	Each committee with authority to act on behalf of the governing body? . . . . .	Yes	
<b>9</b>	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O . . . . .		No

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

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

**Section C. Disclosure**

- 17** List the States with which a copy of this Form 990 is required to be filed  CA
- 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.  
 Own website  Another's website  Upon request  Other (explain in Schedule O)
- 19** Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year
- 20** State the name, physical address, and telephone number of the person who possesses the books and records of the organization  
 SANTA LUCIA CONSERVANCY 26700 RANCHO SAN CARLOS ROAD  
 CARMEL, CA 93923 (831) 626-8595

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

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

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

**1a** Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

• List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0- in columns (D), (E), and (F) if no compensation was paid

• List all of the organization's **current** key employees, if any See instructions for definition of "key employee "

• List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations

• List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations

• List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

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

(A) 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			
(1) FRED P BOSSELMAN DIRECTOR	3 00	X					0	0	0	
(2) RON EASTMAN DIRECTOR	3 00	X					0	0	0	
(3) NANCY S FORSTER DIRECTOR	3 00	X					0	0	0	
(4) WILLIAM GRABE DIRECTOR	3 00	X					0	0	0	
(5) THOMAS A GRAY DIRECTOR (EX)	3 00	X					0	0	0	
(6) KAREN HARGROVE DIRECTOR	3 00	X					0	0	0	
(7) DR JEFFREY LANGHOLZ DIRECTOR	3 00	X					0	0	0	
(8) DR WILLIAM W LEWIS DIRECTOR (EX)	3 00	X					0	0	0	
(9) MICHAEL MCCOURT SECRETARY	5 00	X		X			0	0	0	
(10) RICHARD G RAYBURN VICE-CHAIRMA	5 00	X		X			0	0	0	
(11) DR WILLIAM SHAW CHAIRMAN	5 00	X		X			12,000	0	0	
(12) MS SUSAN SIRKUS DIRECTOR	3 00	X					0	0	0	
(13) CANDACE SKARLATOS TREASURER	5 00	X		X			0	0	0	
(14) CHRISTINA FISCHER EXECUTIVE DI	40 00			X			128,963	0	35,764	

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

(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			
<b>1b</b>	<b>Sub-Total</b>									
<b>c</b>	<b>Total from continuation sheets to Part VII, Section A</b>									
<b>d</b>	<b>Total (add lines 1b and 1c)</b>						140,963		35,764	

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

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

**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 **▶**

**Part VIII Statement of Revenue**

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

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1a</b> Federated campaigns . . . . . <b>1a</b>					
	<b>b</b> Membership dues . . . . . <b>1b</b>					
	<b>c</b> Fundraising events . . . . . <b>1c</b>					
	<b>d</b> Related organizations . . . . . <b>1d</b>					
	<b>e</b> Government grants (contributions) <b>1e</b>	6,968				
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above <b>1f</b>	1,500				
	<b>g</b> Noncash contributions included in lines 1a-1f \$					
	<b>h Total.</b> Add lines 1a-1f . . . . .	8,468				
<b>Program Service Revenue</b>	<b>2a</b> _____ Business Code					
	<b>b</b> _____					
	<b>c</b> _____					
	<b>d</b> _____					
	<b>e</b> _____					
	<b>f</b> All other program service revenue					
	<b>g Total.</b> Add lines 2a-2f . . . . .					
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest, and other similar amounts) . . . . .	692,986			692,986	
	<b>4</b> Income from investment of tax-exempt bond proceeds . . . . .					
	<b>5</b> Royalties . . . . .					
	<b>6a</b> Gross rents	(i) Real				
		(ii) Personal				
		<b>b</b> Less rental expenses				
		<b>c</b> Rental income or (loss)				
	<b>d</b> Net rental income or (loss) . . . . .					
	<b>7a</b> Gross amount from sales of assets other than inventory	(i) Securities	12,830,604			
		(ii) Other				
		<b>b</b> Less cost or other basis and sales expenses	10,684,029			
		<b>c</b> Gain or (loss)	2,146,575			
	<b>d</b> Net gain or (loss) . . . . .	2,146,575			2,146,575	
	<b>8a</b> Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18 . . . . .	<b>a</b>				
		<b>b</b> Less direct expenses . . . . . <b>b</b>				
<b>c</b> Net income or (loss) from fundraising events . . . . .						
<b>9a</b> Gross income from gaming activities See Part IV, line 19 . . . . .	<b>a</b>					
	<b>b</b> Less direct expenses . . . . . <b>b</b>					
	<b>c</b> Net income or (loss) from gaming activities . . . . .					
<b>10a</b> Gross sales of inventory, less returns and allowances . . . . .	<b>a</b>					
	<b>b</b> Less cost of goods sold . . . . . <b>b</b>					
	<b>c</b> Net income or (loss) from sales of inventory . . . . .					
Miscellaneous Revenue	Business Code					
<b>11a</b> LEGAL FEE REIMBURSEMENT		9,977	9,977			
<b>b</b> MONITOR UTILITY EXP REIMBURSE		9,058	9,058			
<b>c</b> MONITORING COST REIMBURSEMENT		7,500	7,500			
<b>d</b> All other revenue . . . . .		900	900			
<b>e Total.</b> Add lines 11a-11d . . . . .		27,435				
<b>12 Total revenue.</b> See Instructions . . . . .		2,875,464	27,435		2,839,561	

**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

<b>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</b>		<b>(A)</b> Total expenses	<b>(B)</b> Program service expenses	<b>(C)</b> Management and general expenses	<b>(D)</b> Fundraising expenses
<b>1</b>	Grants and other assistance to governments and organizations in the United States. See Part IV, line 21.				
<b>2</b>	Grants and other assistance to individuals in the United States. See Part IV, line 22.				
<b>3</b>	Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16.				
<b>4</b>	Benefits paid to or for members.				
<b>5</b>	Compensation of current officers, directors, trustees, and key employees.	176,727	150,818	25,909	
<b>6</b>	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).				
<b>7</b>	Other salaries and wages.	180,603	123,553	57,050	
<b>8</b>	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	10,129	6,930	3,199	
<b>9</b>	Other employee benefits.	54,172	37,060	17,112	
<b>10</b>	Payroll taxes.	25,383	17,365	8,018	
<b>11</b>	Fees for services (non-employees)				
<b>a</b>	Management.	25,528	25,528		
<b>b</b>	Legal.	58,764	47,011	11,753	
<b>c</b>	Accounting.	30,207		30,207	
<b>d</b>	Lobbying.				
<b>e</b>	Professional fundraising services. See Part IV, line 17.				
<b>f</b>	Investment management fees.				
<b>g</b>	Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).	198,775	198,656	119	
<b>12</b>	Advertising and promotion.	4,042		4,042	
<b>13</b>	Office expenses.	20,384	15,204	5,180	
<b>14</b>	Information technology.				
<b>15</b>	Royalties.				
<b>16</b>	Occupancy.	42,575	34,846	7,729	
<b>17</b>	Travel.	16,674	3,991	12,683	
<b>18</b>	Payments of travel or entertainment expenses for any federal, state, or local public officials.				
<b>19</b>	Conferences, conventions, and meetings.	35,255	33,695	1,560	
<b>20</b>	Interest.	365	293	72	
<b>21</b>	Payments to affiliates.				
<b>22</b>	Depreciation, depletion, and amortization.	21,531	18,302	3,229	
<b>23</b>	Insurance.	16,737	15,063	1,674	
<b>24</b>	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.)				
<b>a</b>	VEHICLE EXPENSE	10,172	8,138	2,034	
<b>b</b>	EMPLOYEE RECRUITMENT	538	404	134	
<b>c</b>	PROPERTY TAXES	486	486		
<b>d</b>					
<b>e</b>	All other expenses				
<b>25</b>	<b>Total functional expenses.</b> Add lines 1 through 24e.	929,047	737,343	191,704	0
<b>26</b>	<b>Joint costs.</b> 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
<b>Assets</b>	<b>1</b> Cash—non-interest-bearing . . . . .	200	<b>1</b>	200
	<b>2</b> Savings and temporary cash investments . . . . .	463,549	<b>2</b>	593,535
	<b>3</b> Pledges and grants receivable, net . . . . .		<b>3</b>	
	<b>4</b> Accounts receivable, net . . . . .	73,145	<b>4</b>	58,745
	<b>5</b> Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L . . . . .		<b>5</b>	
	<b>6</b> 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 . . . . .		<b>6</b>	
	<b>7</b> Notes and loans receivable, net . . . . .		<b>7</b>	
	<b>8</b> Inventories for sale or use . . . . .		<b>8</b>	
	<b>9</b> Prepaid expenses and deferred charges . . . . .	3,267	<b>9</b>	25,771
	<b>10a</b> Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D . . . . .	<b>10a</b> 713,171		
	<b>b</b> Less accumulated depreciation . . . . .	<b>10b</b> 304,378	425,684	<b>10c</b> 408,793
	<b>11</b> Investments—publicly traded securities . . . . .	25,981,907	<b>11</b>	27,993,425
	<b>12</b> Investments—other securities See Part IV, line 11 . . . . .		<b>12</b>	
	<b>13</b> Investments—program-related See Part IV, line 11 . . . . .		<b>13</b>	
	<b>14</b> Intangible assets . . . . .		<b>14</b>	
	<b>15</b> Other assets See Part IV, line 11 . . . . .	36,268,120	<b>15</b>	36,268,120
<b>16</b> <b>Total assets.</b> Add lines 1 through 15 (must equal line 34) . . . . .	63,215,872	<b>16</b>	65,348,589	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses . . . . .	79,038	<b>17</b>	71,843
	<b>18</b> Grants payable . . . . .		<b>18</b>	
	<b>19</b> Deferred revenue . . . . .		<b>19</b>	
	<b>20</b> Tax-exempt bond liabilities . . . . .		<b>20</b>	
	<b>21</b> Escrow or custodial account liability Complete Part IV of Schedule D . . . . .		<b>21</b>	
	<b>22</b> 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 . . . . .		<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties . . . . .		<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties . . . . .		<b>24</b>	
	<b>25</b> 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 . . . . .	4,908	<b>25</b>	40,988
	<b>26</b> <b>Total liabilities.</b> Add lines 17 through 25 . . . . .	83,946	<b>26</b>	112,831
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.</b>			
	<b>27</b> Unrestricted net assets . . . . .	26,863,806	<b>27</b>	28,967,638
	<b>28</b> Temporarily restricted net assets . . . . .		<b>28</b>	
	<b>29</b> Permanently restricted net assets . . . . .	36,268,120	<b>29</b>	36,268,120
	<b>Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.</b>			
	<b>30</b> Capital stock or trust principal, or current funds . . . . .		<b>30</b>	
	<b>31</b> Paid-in or capital surplus, or land, building or equipment fund . . . . .		<b>31</b>	
	<b>32</b> Retained earnings, endowment, accumulated income, or other funds . . . . .		<b>32</b>	
<b>33</b> Total net assets or fund balances . . . . .	63,131,926	<b>33</b>	65,235,758	
<b>34</b> Total liabilities and net assets/fund balances . . . . .	63,215,872	<b>34</b>	65,348,589	

**Part XI Reconciliation of Net Assets**

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

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	2,875,464
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	929,047
<b>3</b>	Revenue less expenses Subtract line 2 from line 1	<b>3</b>	1,946,417
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	<b>4</b>	63,131,926
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	157,415
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	
<b>9</b>	Other changes in net assets or fund balances (explain in Schedule O)	<b>9</b>	
<b>10</b>	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	<b>10</b>	65,235,758

**Part XII Financial Statements and Reporting**

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

		Yes	No
<b>1</b>	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		
<b>2a</b>	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
<b>2b</b>	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 checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	Yes	
<b>2c</b>	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	
<b>3a</b>	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
<b>3b</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		

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

**Public Charity Status and Public Support**

OMB No 1545-0047

**2013**

**Open to Public Inspection**

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.**  
▶ **Information about Schedule A (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).**

Department of the Treasury  
Internal Revenue Service

**Name of the organization**  
SANTA LUCIA CONSERVANCY

**Employer identification number**  
77-0411485

**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 described in **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 See **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 - Non-functionally integrated
- 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 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
<b>11g(i)</b>		No
<b>11g(ii)</b>		No
<b>11g(iii)</b>		No

(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 monetary support
			Yes	No	Yes	No	Yes	No	
(A) SONORAN INSTITUTE	860684610	7	Yes		Yes		Yes		25,528
<b>Total</b>									25,528

**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")						
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge						
<b>4 Total.</b> Add lines 1 through 3						
<b>5</b> 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)						
<b>6 Public support.</b> Subtract line 5 from line 4						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
<b>7</b> Amounts from line 4						
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on						
<b>10</b> Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV )						
<b>11 Total support</b> (Add lines 7 through 10)						
<b>12</b> Gross receipts from related activities, etc (see instructions)					<b>12</b>	
<b>13 First five years.</b> 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 <b>stop here</b> . . . . . <input type="checkbox"/>						

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

<b>14</b> Public support percentage for 2013 (line 6, column (f) divided by line 11, column (f))	<b>14</b>	
<b>15</b> Public support percentage for 2012 Schedule A, Part II, line 14	<b>15</b>	
<b>16a 33 1/3% support test—2013.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization <input type="checkbox"/>		
<b>b 33 1/3% support test—2012.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization <input type="checkbox"/>		
<b>17a 10%-facts-and-circumstances test—2013.</b> 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 <b>stop here.</b> 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>b 10%-facts-and-circumstances test—2012.</b> 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 <b>stop here.</b> 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>18 Private foundation.</b> 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 III Support Schedule for Organizations Described in Section 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) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")						
<b>2</b> 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						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge						
<b>6 Total.</b> Add lines 1 through 5						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons						
<b>b</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						
<b>c</b> Add lines 7a and 7b						
<b>8 Public support</b> (Subtract line 7c from line 6)						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
<b>9</b> Amounts from line 6						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
<b>c</b> Add lines 10a and 10b						
<b>11</b> Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
<b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.)						
<b>14 First five years.</b> 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 <b>stop here</b> <input type="checkbox"/>						

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

<b>15</b> Public support percentage for 2013 (line 8, column (f) divided by line 13, column (f))	<b>15</b>	
<b>16</b> Public support percentage from 2012 Schedule A, Part III, line 15	<b>16</b>	

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

<b>17</b> Investment income percentage for <b>2013</b> (line 10c, column (f) divided by line 13, column (f))	<b>17</b>	
<b>18</b> Investment income percentage from <b>2012</b> Schedule A, Part III, line 17	<b>18</b>	

- 19a 33 1/3% support tests—2013.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization
- b 33 1/3% support tests—2012.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization
- 20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions

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

**Facts And Circumstances Test**

Return Reference

Explanation

SCHEDULE D (Form 990)

Supplemental Financial Statements

OMB No 1545-0047

2013

Open to Public Inspection

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.

Department of the Treasury Internal Revenue Service

Name of the organization SANTA LUCIA CONSERVANCY

Employer identification number 77-0411485

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.

Table with 3 columns: Line number, (a) Donor advised funds, (b) Funds and other accounts. Includes rows for total number at end of year, aggregate contributions, aggregate grants, aggregate value, and questions about donor informed consent.

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

Form for Part II Conservation Easements. Includes checkboxes for preservation purposes, a table for 'Held at the End of the Year' (lines 2a-2d), and questions about monitoring and reporting.

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.

Form for Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Includes questions about reporting on revenue and assets.

**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

	Amount
<b>1c</b> Beginning balance	
<b>1d</b> Additions during the year	
<b>1e</b> Distributions during the year	
<b>1f</b> Ending balance	

**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	(c) Two years back	(d) Three years back	(e) Four years back
<b>1a</b> Beginning of year balance . . . . .	36,268,120	36,268,120	36,268,120	58,140,864	54,968,702
<b>b</b> Contributions . . . . .				-23,489,483	
<b>c</b> Net investment earnings, gains, and losses				2,479,216	3,172,162
<b>d</b> Grants or scholarships . . . . .					
<b>e</b> Other expenditures for facilities and programs . . . . .				862,477	
<b>f</b> Administrative expenses . . . . .					
<b>g</b> End of year balance . . . . .	36,268,120	36,268,120	36,268,120	36,268,120	58,140,864

**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  100.000 %
- 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

	Yes	No
<b>(i)</b> unrelated organizations . . . . .	<b>3a(i)</b>	No
<b>(ii)</b> related organizations . . . . .	<b>3a(ii)</b>	No

**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
<b>1a</b> Land . . . . .		354,954		354,954
<b>b</b> Buildings . . . . .				
<b>c</b> Leasehold improvements . . . . .				
<b>d</b> Equipment . . . . .				
<b>e</b> Other . . . . .		358,217	304,378	53,839
<b>Total.</b> Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				408,793



**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.

<b>1</b>	Total revenue, gains, and other support per audited financial statements . . . . .		<b>1</b>	3,032,879
<b>2</b>	Amounts included on line 1 but not on Form 990, Part VIII, line 12			
<b>a</b>	Net unrealized gains on investments . . . . .	<b>2a</b>	157,415	
<b>b</b>	Donated services and use of facilities . . . . .	<b>2b</b>		
<b>c</b>	Recoveries of prior year grants . . . . .	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII ) . . . . .	<b>2d</b>		
<b>e</b>	Add lines <b>2a</b> through <b>2d</b> . . . . .	<b>2e</b>	157,415	
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b> . . . . .	<b>3</b>	2,875,464	
<b>4</b>	Amounts included on Form 990, Part VIII, line 12, but not on line <b>1</b>			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b . . . . .	<b>4a</b>		
<b>b</b>	Other (Describe in Part XIII ) . . . . .	<b>4b</b>		
<b>c</b>	Add lines <b>4a</b> and <b>4b</b> . . . . .	<b>4c</b>		
<b>5</b>	Total revenue Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12 ) . . . . .	<b>5</b>	2,875,464	

**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.

<b>1</b>	Total expenses and losses per audited financial statements . . . . .		<b>1</b>	929,047
<b>2</b>	Amounts included on line 1 but not on Form 990, Part IX, line 25			
<b>a</b>	Donated services and use of facilities . . . . .	<b>2a</b>		
<b>b</b>	Prior year adjustments . . . . .	<b>2b</b>		
<b>c</b>	Other losses . . . . .	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII ) . . . . .	<b>2d</b>		
<b>e</b>	Add lines <b>2a</b> through <b>2d</b> . . . . .	<b>2e</b>		
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b> . . . . .	<b>3</b>	929,047	
<b>4</b>	Amounts included on Form 990, Part IX, line 25, but not on line <b>1</b> :			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b . . . . .	<b>4a</b>		
<b>b</b>	Other (Describe in Part XIII ) . . . . .	<b>4b</b>		
<b>c</b>	Add lines <b>4a</b> and <b>4b</b> . . . . .	<b>4c</b>		
<b>5</b>	Total expenses Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18 ) . . . . .	<b>5</b>	929,047	

**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
SCHEDULE D, PAGE 1, PART II, LINE 9	NO NEW EASEMENTS WERE MODIFIED, SOLD, TRANSFERRED, RELEASED OR TERMINATED DURING 2013 THEREFORE, THERE ARE NO ENTRIES ON THE STATEMENT OF ACTIVITIES FOR FY 2013 THE BALANCE SHEET INCLUDES A LINE ENTITLED "PRESERVE WILDLANDS AND EASEMENTS" THE PRESERVE WILDLANDS AND EASEMENTS ARE TREATED AS PERMANENTLY RESTRICTED NET ASSETS ON THE BALANCE SHEET
SCHEDULE D, PAGE 3, PART X	THE ORGANIZATION'S MANAGEMENT HAS CONSIDERED ITS TAX POSITIONS AND BELIEVES THAT ALL OF THE POSITIONS TAKEN BY THE ORGANIZATION IN ITS FEDERAL AND STATE TAX RETURNS ARE MORE LIKELY THAN NOT TO BE SUSTAINED ON EXAMINATION BY TAXING AUTHORITIES THE ORGANIZATION'S FEDERAL AND CALIFORNIA TAX EXEMPT RETURNS FOR 2011 THROUGH 2013 ARE SUBJECT TO EXAMINATION BY THE FEDERAL AND STATE TAXING AUTHORITIES, GENERALLY FOR THREE YEARS AFTER THEY ARE FILED



**Schedule J**  
(Form 990)

**Compensation Information**

OMB No 1545-0047

**2013**

**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, line 23.**

▶ **Attach to Form 990. ▶ See separate instructions.**

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

Department of the Treasury  
Internal Revenue Service

Name of the organization  
SANTA LUCIA CONSERVANCY

Employer identification number

77-0411485

**Part I Questions Regarding Compensation**

- 1a** Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.
- |   |  |
|---|--|
| <input type="checkbox"/> First-class or charter travel            | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions                    | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax idemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees   |
| <input type="checkbox"/> Discretionary spending account           | <input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef) |

- 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 of the expenses described above? If "No," complete Part III to explain.
- 2** Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a?

- 3** Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.
- |  |   |
|--|---|
| <input type="checkbox"/> Compensation committee              | <input checked="" type="checkbox"/> Written employment contract                     |
| <input type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study                    |
| <input type="checkbox"/> Form 990 of other organizations     | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

- 4** During the year, did any person listed 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?
- b** Participate in, or receive payment from, a supplemental nonqualified retirement plan?
- c** Participate in, or receive payment from, an equity-based compensation arrangement?
- 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?
- b** Any related organization?
- 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?
- b** Any related organization?
- 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.
- 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 Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III.
- 9** If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

	Yes	No
<b>1b</b>		
<b>2</b>		
<b>4a</b>		No
<b>4b</b>		No
<b>4c</b>		No
<b>5a</b>		No
<b>5b</b>		No
<b>6a</b>		No
<b>6b</b>		No
<b>7</b>		No
<b>8</b>		No
<b>9</b>		

**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				
(1) CHRISTINA FISCHER EXECUTIVE DIRECTOR	(i) (ii)	128,963			7,438	28,326	164,727	

**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
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Schedule L (Form 990 or 990-EZ)

Transactions with Interested Persons

OMB No 1545-0047

2013

Open to Public Inspection

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, line 38a or 40b.

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

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

Department of the Treasury Internal Revenue Service

Name of the organization SANTA LUCIA CONSERVANCY

Employer identification number

77-0411485

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

Table with 4 main columns: (a) Name of disqualified person, (b) Relationship between disqualified person and organization, (c) Description of transaction, (d) Corrected? (Yes/No)

2 Enter the amount of tax incurred by organization managers or disqualified persons during the year under section 4958. 3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization.

Part II Loans to and/or From Interested Persons.

Complete if the organization answered "Yes" on Form 990-EZ, Part V, line 38a, or Form 990, Part IV, line 26, or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22

Table with 9 main columns: (a) Name of interested person, (b) Relationship with organization, (c) Purpose of loan, (d) Loan to or from the organization (To/From), (e) Original principal amount, (f) Balance due, (g) In default? (Yes/No), (h) Approved by board or committee? (Yes/No), (i) Written agreement? (Yes/No)

Part III Grants or Assistance Benefitting Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

Table with 5 main columns: (a) Name of interested person, (b) Relationship between interested person and the organization, (c) Amount of assistance, (d) Type of assistance, (e) Purpose of assistance

**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) SANTA LUCIA PRESERVE	COMMON BD MEM	28,139	CLUB SERVICES		No

**Part V Supplemental Information**

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

Return Reference	Explanation
SCHEDULE L, PART V	SANTA LUCIA CONSERVANCY (SLC) SHARES A LIMITED NUMBER OF BOARD MEMBERS WITH SANTA LUCIA PRESERVE (SLP), A SEPARATE, UNRELATED BUSINESS SLP IS OCCASIONALLY CONTRACTED BY SLC TO HOST BOARD MEETINGS IN SLP FACILITIES ON OTHER OCCASIONS, SLC MAY HIRE SLP TO REPAIR EQUIPMENT OR TO PERFORM VARIOUS MAINTENANCE TASKS

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

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

**2013**

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

**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](http://www.irs.gov/form990).**

Name of the organization  
SANTA LUCIA CONSERVANCY

**Employer identification number**

77-0411485

**990 Schedule O, Supplemental Information**

Return Reference	Explanation
FORM 990, PAGE 6, PART VI	
FORM 990, PAGE 6, PART VI, LINE 11B	ALL MEMBERS OF THE BOARD ARE OFFERED AN OPPORTUNITY TO REVIEW THE 990 AND SUBMIT COMMENTS TO THE FINANCE COMMITTEE. FINANCE COMMITTEE OF THE BOARD, ALONG WITH THE EXECUTIVE DIRECTOR AND BUSINESS MANAGER, REVIEWS THE FORM 990 BEFORE IT IS FILED
FORM 990, PAGE 6, PART VI, LINE 12C	THE ORGANIZATION SENDS OUT AN ANNUAL CONFLICT OF INTEREST LETTER TO ALL BOARD MEMBERS AND THE EXECUTIVE DIRECTOR WITH A DISCLOSURE FORM THAT IS REQUIRED TO BE FILLED OUT AND RETURNED. THE COMPLETED FORMS ARE REVIEWED FOR COMPLIANCE. A SUMMARY IS READ INTO THE RECORD AT A SUBSEQUENT BOARD MEETING AND KEPT OF FILE.
FORM 990, PAGE 6, PART VI, LINE 15A	WHEN THE EXECUTIVE DIRECTOR WAS ORIGINALLY HIRED, THE BOARD CONDUCTED A MARKET STUDY TO DETERMINE THE APPROPRIATE SALARY. IN SUBSEQUENT YEARS, A PERFORMANCE EVALUATION HAS BEEN CONDUCTED. THE FULL BOARD THEN DISCUSSES AND APPROVES THE NEW SALARY IN A CLOSED SESSION. THE RESULTS OF THE CLOSED SESSION ARE DISCLOSED TO THE EXECUTIVE DIRECTOR. ONLY ONE OTHER OFFICER, THE BOARD CHAIR, IS COMPENSATED. THE BOARD CHAIR RECEIVES 1,000 PER MONTH FOR SERVICES PERFORMED IN COORDINATION OF BOARD MEETINGS, GUIDANCE AND COLLABORATION WITH CONSERVANCY STAFF, TOTALLING 12,000 IN 2013.
FORM 990, PAGE 6, PART VI, LINE 19	THE ORGANIZATION MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON REQUESTS MADE THROUGH THE WEBSITE (EMAIL REQUEST) OR BY ORAL OR WRITTEN REQUEST.
FORM 990, PART IX, LINE 11G	LAND MANAGEMENT SERVICES 123,413 0 0 EDUCATION SERVICES 36,638 0 0 MONITORING SERVICES 32,782 0 0 PROFESSIONAL FEES - OTHER 119 0 0 PROFESSIONAL FEES - OTHER 5,704 0 0 PROFESSIONAL FEES - OTHER 0 119 0

**SCHEDULE R  
(Form 990)**

**Related Organizations and Unrelated Partnerships**

OMB No 1545-0047

**2013**

**Open to Public Inspection**

- ▶ 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](http://www.irs.gov/form990).

Department of the Treasury  
Internal Revenue Service

Name of the organization  
SANTA LUCIA CONSERVANCY

Employer identification number

77-0411485

**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) SONORAN INSTITUTE 44 EAST BROADWAY BOULEVARD 350 TUSCON, AZ 85701 86-0684610	CONSERVATN	AZ	501C3	7	NA		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	(i) Section 512 (b)(13) controlled entity?	
								Yes	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

**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 or **(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** Dividends from related organization(s)
- g** Sale of assets to related organization(s)
- h** Purchase of assets from related organization(s)
- i** Exchange of assets with related organization(s)
- j** Lease of facilities, equipment, or other assets to related organization(s)

- k** Lease of facilities, equipment, or other assets from related organization(s)
- l** Performance of services or membership or fundraising solicitations for related organization(s)
- m** Performance of services or membership or fundraising solicitations by related organization(s)
- n** Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)
- o** Sharing of paid employees with related organization(s)

- p** Reimbursement paid to related organization(s) for expenses
- q** Reimbursement paid by related organization(s) for expenses

- r** Other transfer of cash or property to related organization(s)
- s** Other transfer of cash or property from related organization(s)

	Yes	No
<b>1a</b>		No
<b>1b</b>		No
<b>1c</b>		No
<b>1d</b>		No
<b>1e</b>		No
<b>1f</b>		No
<b>1g</b>		No
<b>1h</b>		No
<b>1i</b>		No
<b>1j</b>		No
<b>1k</b>		No
<b>1l</b>		No
<b>1m</b>	Yes	
<b>1n</b>		No
<b>1o</b>		No
<b>1p</b>		No
<b>1q</b>		No
<b>1r</b>		No
<b>1s</b>		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
<b>(1)</b> SONORAN INSTITUTE	M	25,528	CONTRACT



**Part VII Supplemental Information**

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

**Return Reference****Explanation**

**2013 Year-End Schwab Gain/Loss Report**

Prepared on January 18, 2014

Page 1 of 22

SANTA LUCIA CONSERVANCY  
26700 RANCHO SAN CARLOS RD  
CARMEL CA 93923

**Your Independent Investment Manager and/or Advisor**

FAIRVIEW CAPITAL INVESTMENT  
300 DRAKES LANDING RD STE 250  
GREENBRAE CA 94904  
1 (415) 464-4640

*The custodian of your brokerage account is: Charles Schwab & Co., Inc.*  
For questions about this report, please contact your Independent Investment Manager and/or Advisor.

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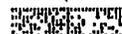
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**Message Center**

Your gain/loss report includes a summarized list of your realized gains/losses for 2013. You can also log in to [www.schwab.com/sa\\_reports](http://www.schwab.com/sa_reports) to view your documents securely online.

**Need help reading this report?**

See the UNDERSTANDING YOUR YEAR-END SCHWAB GAIN/LOSS REPORT section.



**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss)**

Accounting Method: First In First Out [FIFO]

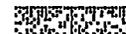
Short-Term	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	113.9578	06/08/12	06/07/13	\$12,380.34	\$12,669.52	(\$289.18)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	106.3840	07/10/12	06/07/13	\$11,557.53	\$11,890.43	(\$332.90)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	104.9910	08/08/12	06/07/13	\$11,406.19	\$11,746.28	(\$340.09)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	104.4560	09/11/12	06/07/13	\$11,348.07	\$11,686.34	(\$338.27)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	99.0663	10/08/12	06/07/13	\$10,762.53	\$11,088.39	(\$325.86)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	116.2745	11/08/12	06/07/13	\$12,632.03	\$13,023.56	(\$391.53)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	19.1607	12/10/12	06/07/13	\$2,081.61	\$2,140.18	(\$58.57)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	107.0725	12/10/12	06/07/13	\$11,632.32	\$11,959.57	(\$327.25)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	194.7453	12/10/12	06/07/13	\$21,157.08	\$21,752.28	(\$595.20)

**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First In First Out [FIFO]

Short-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	112.2171	01/03/13	06/07/13	\$12,191.23	\$12,461.58	(\$270.35)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	104.1399	02/08/13	06/07/13	\$11,313.73	\$11,466.64	(\$152.91)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	103.5762	03/08/13	06/07/13	\$11,252.49	\$11,381.89	(\$129.40)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	127.4065	04/08/13	06/07/13	\$13,841.40	\$14,170.02	(\$328.62)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	99.2412	05/08/13	06/07/13	\$10,781.53	\$10,997.70	(\$216.17)
<b>Security Subtotal</b>				<b>\$164,338.08</b> √	<b>\$168,434.38</b> √	<b>(\$4,096.30)</b>
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	178.6513	06/08/12	06/07/13	\$20,641.85	\$21,541.40	(\$899.55)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	79.0096	07/10/12	06/07/13	\$9,128.98	\$9,530.11	(\$401.13)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	64.3083	11/08/12	06/07/13	\$7,430.35	\$7,885.62	(\$455.27)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	106.7072	12/10/12	06/07/13	\$12,329.23	\$13,152.68	(\$823.45)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	1.9285	01/03/13	06/07/13	\$222.82	\$233.71	(\$10.89)



**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First In First Out [FIFO]

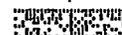
Short-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	17.8240	04/08/13	06/07/13	\$2,059.43	\$2,186.44	(\$127.01)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	70.3410	05/08/13	06/07/13	\$8,127.39	\$8,473.90	(\$346.51)
<b>Security Subtotal</b>				<b>\$59,940.05</b> ✓	<b>\$63,003.86</b> ✓	<b>(\$3,063.81)</b>
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	104.0960	03/30/12	01/08/13	\$9,009.83	\$8,648.20	\$361.63
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	129.5708	10/01/12	01/08/13	\$11,214.74	\$10,900.69	\$314.05
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	136.2121	12/27/12	01/08/13	\$11,789.56	\$11,342.28	\$447.28
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	151.7396	12/27/12	01/08/13	\$13,133.53	\$12,635.24	\$498.29
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	158.1201	07/03/12	06/07/13	\$15,508.72	\$12,790.24	\$2,718.48
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	0.8272	04/02/13	06/07/13	\$81.14	\$77.42	\$3.72
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	88.8385	04/02/13	06/07/13	\$8,713.44	\$8,314.39	\$399.05
<b>Security Subtotal</b>				<b>\$69,450.96</b> ✓	<b>\$64,708.46</b> ✓	<b>\$4,742.50</b>

2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Short-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND ETF: HYG	97.9516	06/10/13	07/03/13	\$8,889.90	\$9,043.77	(\$153.87)
<b>Security Subtotal</b>				<b>\$8,889.90√</b>	<b>\$9,043.77 √</b>	<b>(\$153.87)</b>
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	98.7415	09/11/12	06/07/13	\$9,142.28	\$9,149.20	(\$6.92)
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	95.1398	10/08/12	06/07/13	\$8,808.80	\$8,779.41	\$29.39
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	100.8519	11/08/12	06/07/13	\$9,337.67	\$9,288.36	\$49.31
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	95.8977	12/10/12	06/07/13	\$8,878.98	\$8,946.20	(\$67.22)
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	98.6795	01/03/13	06/07/13	\$9,136.54	\$9,287.65	(\$151.11)
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	99.2211	02/08/13	06/07/13	\$9,186.69	\$9,232.42	(\$45.73)
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	99.9221	03/08/13	06/07/13	\$9,251.58	\$9,405.57	(\$153.99)
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	97.0402	04/08/13	06/07/13	\$8,984.76	\$9,127.50	(\$142.74)



2013 Year-End Schwab Gain/Loss Report

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Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Short-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TRUST IBOX \$ HIGH YIELD CORP BOND FUND: HYG	91.5592	05/08/13	06/07/13	\$8,477.29	\$8,794.17	(\$316.88)
<b>Security Subtotal</b>				<b>\$81,204.59</b> ✓	<b>\$82,010.48</b> ✓	<b>(\$805.89)</b>
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	235.0053	08/01/12	06/07/13	\$38,602.40	\$32,529.59	\$6,072.81
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	256.4128	11/01/12	06/07/13	\$42,118.84	\$36,477.11	\$5,641.73
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	312.8740	02/01/13	06/07/13	\$51,393.26	\$47,162.49	\$4,230.77
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	0.2958	05/01/13	06/07/13	\$48.59	\$47.11	\$1.48
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	198.1937	05/01/13	06/07/13	\$32,555.68	\$31,564.19	\$991.49
<b>Security Subtotal</b>				<b>\$164,718.77</b> ✓	<b>\$147,780.49</b> ✓	<b>\$16,938.28</b>
VANGUARD TOTAL STOCK MKT: VTI	2,000.0000	06/07/13	07/03/13	\$166,810.15	\$169,177.96	(\$2,367.81)

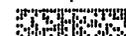
2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Short-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
VANGUARD TOTAL STOCK MKT: VTI	800.0000	06/07/13	10/03/13	\$70,135.43	\$67,671.18	\$2,464.25
<b>Security Subtotal</b>				<b>\$236,945.58</b> ✓	<b>\$236,849.14</b> ✓	<b>\$96.44</b>
<b>Total Short-Term</b>				<b>\$785,487.93</b>	<b>\$771,830.58</b>	<b>\$13,657.35</b>

Long-Term	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	164.0209	01/05/09	06/07/13	\$17,819.18	\$17,146.63	\$672.55
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	205.0852	10/08/09	06/07/13	\$22,280.39	\$21,554.45	\$725.94
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	208.2730	12/08/09	06/07/13	\$22,626.71	\$21,908.03	\$718.68
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	44.1059	05/10/10	06/07/13	\$4,791.65	\$4,610.58	\$181.07
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	193.3216	06/08/10	06/07/13	\$21,002.40	\$20,481.97	\$520.43
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	186.8034	07/09/10	06/07/13	\$20,294.26	\$19,963.43	\$330.83





**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First in First Out [FIFO]

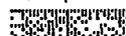
Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	170.5660	08/09/10	06/07/13	\$18,530.24	\$18,365.93	\$164.31
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	173.5365	09/09/10	06/07/13	\$18,852.95	\$18,727.89	\$125.06
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	152.8612	10/08/10	06/07/13	\$16,606.79	\$16,641.94	(\$35.15)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	157.5622	11/08/10	06/07/13	\$17,117.51	\$17,131.74	(\$14.23)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	35.0620	12/08/10	06/07/13	\$3,809.12	\$3,697.29	\$111.83
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	119.7944	12/08/10	06/07/13	\$13,014.43	\$12,632.32	\$382.11
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	171.9200	12/08/10	06/07/13	\$18,677.34	\$18,128.96	\$548.38
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	204.5809	01/05/11	06/07/13	\$22,225.61	\$21,548.28	\$677.33
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	171.1016	03/08/11	06/07/13	\$18,588.43	\$17,967.34	\$621.09

2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	189.3437	04/08/11	06/07/13	\$20,570.24	\$19,808.80	\$761.44
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	187.6948	05/09/11	06/07/13	\$20,391.11	\$20,043.58	\$347.53
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	184.7276	06/08/11	06/07/13	\$20,068.75	\$19,887.69	\$181.06
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	159.6983	07/11/11	06/07/13	\$17,349.57	\$17,145.13	\$204.44
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	156.3730	08/08/11	06/07/13	\$16,988.31	\$16,991.45	(\$3.14)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	119.7129	09/09/11	06/07/13	\$13,005.57	\$13,182.45	(\$176.88)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	114.6990	10/10/11	06/07/13	\$12,460.86	\$12,488.34	(\$27.48)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	136.0520	11/08/11	06/07/13	\$14,780.65	\$14,968.39	(\$187.74)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	40.0819	12/08/11	06/07/13	\$4,354.49	\$4,385.20	(\$30.71)



2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

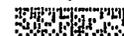
Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	116.0377	12/08/11	06/07/13	\$12,606.30	\$12,695.22	(\$88.92)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	120.6033	12/08/11	06/07/13	\$13,102.31	\$13,194.72	(\$92.41)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	13.2680	01/05/12	06/07/13	\$1,441.43	\$1,458.88	(\$17.45)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	131.0580	02/08/12	06/07/13	\$14,238.10	\$14,479.10	(\$241.00)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	132.2339	03/08/12	06/07/13	\$14,365.85	\$14,603.88	(\$238.03)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	116.8628	04/10/12	06/07/13	\$12,695.94	\$12,872.32	(\$176.38)
ISHARES CORE TOTAL ETF US BOND MARKET: AGG	110.2693	05/08/12	06/07/13	\$11,979.62	\$12,220.99	(\$241.37)
<b>Security Subtotal</b>				<b>\$476,636.11</b> ✓	<b>\$470,932.92</b> ✓	<b>\$5,703.19</b>
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	537.0006	09/23/09	06/07/13	\$62,046.47	\$54,803.41	\$7,243.06
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	19.5853	10/08/09	06/07/13	\$2,262.94	\$2,025.26	\$237.68

**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First In First Out [FIFO]

Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	137.1107	11/09/09	06/07/13	\$15,842.13	\$14,345.40	\$1,496.73
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	83.2091	12/08/09	06/07/13	\$9,614.20	\$8,753.19	\$861.01
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	96.4996	01/06/10	06/07/13	\$11,149.82	\$10,074.56	\$1,075.26
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	83.7539	02/08/10	06/07/13	\$9,677.15	\$8,796.52	\$880.63
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	1.8163	03/08/10	06/07/13	\$209.86	\$188.49	\$21.37
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	180.5396	04/09/10	06/07/13	\$20,860.02	\$18,701.98	\$2,158.04
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	65.7344	05/10/10	06/07/13	\$7,595.13	\$6,947.34	\$647.79
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	217.7652	06/08/10	06/07/13	\$25,161.17	\$23,066.58	\$2,094.59
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	113.7229	07/09/10	06/07/13	\$13,139.85	\$12,017.02	\$1,122.83
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	75.6692	08/09/10	06/07/13	\$8,743.02	\$8,094.69	\$648.33
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	11.8175	09/09/10	06/07/13	\$1,365.43	\$1,270.01	\$95.42
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	51.3937	10/08/10	06/07/13	\$5,938.16	\$5,715.97	\$222.19
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	96.3475	11/08/10	06/07/13	\$11,132.25	\$10,773.54	\$358.71



**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First In First Out [FIFO]

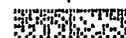
Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	70.4478	12/08/10	06/07/13	\$8,139.73	\$7,568.87	\$570.86
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	103.9162	01/05/11	06/07/13	\$12,006.75	\$11,147.23	\$859.52
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	66.0124	02/08/11	06/07/13	\$7,627.25	\$6,982.11	\$645.14
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	107.6839	03/08/11	06/07/13	\$12,442.08	\$11,692.26	\$749.82
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	228.7946	04/08/11	06/07/13	\$26,435.54	\$24,867.52	\$1,568.02
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	229.5580	05/09/11	06/07/13	\$26,523.74	\$25,505.40	\$1,018.34
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	409.0329	06/08/11	06/07/13	\$47,260.75	\$45,307.21	\$1,953.54
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	295.9308	07/11/11	06/07/13	\$34,192.64	\$32,903.63	\$1,289.01
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	223.4319	08/08/11	06/07/13	\$25,815.91	\$25,511.03	\$304.88
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	3.8627	09/09/11	06/07/13	\$446.31	\$449.05	(\$2.74)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	66.9142	10/10/11	06/07/13	\$7,731.44	\$7,630.17	\$101.27
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	80.9508	11/08/11	06/07/13	\$9,353.27	\$9,532.70	(\$179.43)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	54.7914	12/08/11	06/07/13	\$6,330.74	\$6,390.73	(\$59.99)

2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	72.8462	04/10/12	06/07/13	\$8,416.84	\$8,613.72	(\$196.88)
ISHARES TR BARCLAYS TIPSBOND FUND: TIP	95.0908	05/08/12	06/07/13	\$10,987.04	\$11,371.61	(\$384.57)
<b>Security Subtotal</b>				<b>\$448,447.63</b> √	<b>\$421,047.20</b> √	<b>\$27,400.43</b>
ISHARES TR MSCI EAFE ETF: EFA	525.0282	10/18/06	10/03/13	\$33,525.83	\$36,253.76	(\$2,727.93)
ISHARES TR MSCI EAFE ETF: EFA	1,074.9718	10/18/06	10/03/13	\$68,642.64	\$74,238.72	(\$5,596.08)
<b>Security Subtotal</b>				<b>\$102,168.47</b> √	<b>\$110,492.48</b> √	<b>(\$8,324.01)</b>
ISHARES TR MSCI EAFE FD MSCI EAFE INDEX FUND: EFA	100.0000	10/18/06	06/11/13	\$5,966.15	\$6,905.11	(\$938.96)
<b>Security Subtotal</b>				<b>\$5,966.15</b> √	<b>\$6,905.11</b> √	<b>(\$938.96)</b>
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	65.9986	07/06/07	01/08/13	\$5,712.38	\$5,554.39	\$157.99
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	751.8951	10/04/07	01/08/13	\$65,078.86	\$62,097.97	\$2,980.89
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	68.2185	03/31/11	01/08/13	\$5,904.51	\$5,720.78	\$183.73
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	92.2693	07/12/11	01/08/13	\$7,986.19	\$7,663.80	\$322.39



**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First In First Out [FIFO]

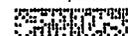
Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	500.0000	10/18/06	06/07/13	\$49,040.96	\$38,115.47	\$10,925.49
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	5,572.5693	10/18/06	06/07/13	\$546,568.26	\$424,802.80	\$121,765.46
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	144.4827	12/28/06	06/07/13	\$14,171.14	\$11,431.47	\$2,739.67
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	67.0955	03/30/07	06/07/13	\$6,580.85	\$5,352.86	\$1,227.99
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	80.7393	10/02/07	06/07/13	\$7,919.06	\$6,648.88	\$1,270.18
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	13,248.1049	10/04/07	06/07/13	\$1,299,399.47	\$1,094,142.58	\$205,256.89
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	175.9933	01/04/08	06/07/13	\$17,261.76	\$12,875.67	\$4,386.09
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	6,100.0000	03/11/08	06/07/13	\$598,299.67	\$407,302.90	\$190,996.77
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	87.7697	03/31/08	06/07/13	\$8,608.62	\$6,013.89	\$2,594.73

2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	208.3456	07/10/08	06/07/13	\$20,434.93	\$13,882.07	\$6,552.86
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	121.3287	10/01/08	06/07/13	\$11,900.15	\$8,126.23	\$3,773.92
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	401.4120	12/31/08	06/07/13	\$39,371.26	\$19,627.66	\$19,743.60
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	184.2849	03/31/09	06/07/13	\$18,075.02	\$7,697.58	\$10,377.44
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	156.4501	07/10/09	06/07/13	\$15,344.93	\$7,492.16	\$7,852.77
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	98.2679	09/29/09	06/07/13	\$9,638.30	\$6,048.50	\$3,589.80
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	150.1049	12/31/09	06/07/13	\$14,722.58	\$9,522.62	\$5,199.96
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	93.2259	03/31/10	06/07/13	\$9,143.77	\$6,368.26	\$2,775.51
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	113.8679	07/12/10	06/07/13	\$11,168.38	\$7,168.96	\$3,999.42



**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First In First Out [FIFO]

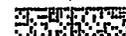
Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	87.4251	09/30/10	06/07/13	\$8,574.82	\$5,964.03	\$2,610.79
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	154.8547	12/30/10	06/07/13	\$15,188.45	\$12,230.42	\$2,958.03
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	116.9320	09/30/11	06/07/13	\$11,468.91	\$7,626.23	\$3,842.68
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	3,600.0000	10/05/11	06/07/13	\$353,094.89	\$235,232.95	\$117,861.94
ISHARES TR RUSSELL 2000 RUSSELL 2000 INDEX FUND: IWM	165.7870	12/30/11	06/07/13	\$16,260.71	\$12,311.44	\$3,949.27
<b>Security Subtotal</b>				<b>\$3,186,918.83</b> ✓	<b>\$2,447,022.57</b> ✓	<b>\$739,896.26</b>
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND ETF: HYG	302.0484	10/19/11	07/03/13	\$27,413.32	\$26,261.75	\$1,151.57
<b>Security Subtotal</b>				<b>\$27,413.32</b> ✓	<b>\$26,261.75</b> ✓	<b>\$1,151.57</b>
ISHARES TRUST IBOXX \$ HIGH YIELD CORP BOND FUND: HYG	3,522.9470	10/19/11	06/07/13	\$326,182.41	\$306,304.38	\$19,878.03
<b>Security Subtotal</b>				<b>\$326,182.41</b> ✓	<b>\$306,304.38</b> ✓	<b>\$19,878.03</b>

2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	900.0000	10/04/07	01/08/13	\$130,723.92	\$138,580.75	(\$7,856.83)
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	1,400.0000	10/04/07	04/04/13	\$217,688.97	\$215,570.05	\$2,118.92
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	800.0000	10/18/06	06/07/13	\$131,409.47	\$109,408.62	\$22,000.85
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	5,100.0000	10/18/06	06/07/13	\$837,735.38	\$697,530.93	\$140,204.45
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	6,352.2502	10/18/06	06/07/13	\$1,043,432.31	\$868,738.64	\$174,693.67
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	134.8935	11/01/06	06/07/13	\$22,157.85	\$18,612.60	\$3,545.25
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	248.3062	02/01/07	06/07/13	\$40,787.23	\$35,797.77	\$4,989.46
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	168.9240	05/01/07	06/07/13	\$27,747.77	\$25,033.42	\$2,714.35
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	202.5277	08/01/07	06/07/13	\$33,267.57	\$29,488.48	\$3,779.09



**2013 Year-End Schwab Gain/Loss Report**

**Realized Gain or (Loss) (continued)**

Accounting Method: First In First Out [FIFO]

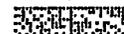
Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	14,000.0000	10/04/07	06/07/13	\$2,299,665.76	\$2,155,700.55	\$143,965.21
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	207.0539	11/01/07	06/07/13	\$34,011.05	\$31,610.67	\$2,400.38
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	337.4572	02/01/08	06/07/13	\$55,431.34	\$46,903.74	\$8,527.60
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	3,700.0000	03/11/08	06/07/13	\$607,768.81	\$486,444.25	\$121,324.56
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	298.2629	05/01/08	06/07/13	\$48,993.21	\$41,422.73	\$7,570.48
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	339.3688	08/01/08	06/07/13	\$55,745.34	\$42,846.59	\$12,898.75
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	458.4717	11/03/08	06/07/13	\$75,309.40	\$44,470.41	\$30,838.99
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	5,000.0000	11/07/08	06/07/13	\$821,309.20	\$462,003.95	\$359,305.25
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	614.1137	02/03/09	06/07/13	\$100,875.45	\$50,226.13	\$50,649.32

2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	452.5999	05/01/09	06/07/13	\$74,344.89	\$39,545.24	\$34,799.65
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	367.9314	08/03/09	06/07/13	\$60,437.09	\$36,734.09	\$23,703.00
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	320.0325	11/02/09	06/07/13	\$52,569.13	\$33,578.84	\$18,990.29
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	339.5487	02/01/10	06/07/13	\$55,774.89	\$36,814.40	\$18,960.49
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	247.0556	05/03/10	06/07/13	\$40,581.81	\$29,551.41	\$11,030.40
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	287.5662	08/02/10	06/07/13	\$47,236.15	\$32,229.46	\$15,006.69
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	307.3238	11/01/10	06/07/13	\$50,481.57	\$36,700.64	\$13,780.93
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	307.8938	02/01/11	06/07/13	\$50,575.20	\$39,987.22	\$10,587.98
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	243.2342	05/02/11	06/07/13	\$39,954.10	\$33,305.21	\$6,648.89



2013 Year-End Schwab Gain/Loss Report

Realized Gain or (Loss) (continued)

Accounting Method: First In First Out [FIFO]

Long-Term (continued)	Quantity/Par	Acquired/ Opened	Sold/ Closed	Total Proceeds	Cost Basis	Realized Gain or (Loss)
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	288.2108	08/01/11	06/07/13	\$47,342.04	\$37,239.72	\$10,102.32
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	1,500.0000	10/05/11	06/07/13	\$246,392.76	\$169,955.95	\$76,436.81
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	243.1926	11/01/11	06/07/13	\$39,947.26	\$29,699.52	\$10,247.74
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	286.5369	02/01/12	06/07/13	\$47,067.08	\$37,941.39	\$9,125.69
S P D R S&P 500 ETF TR EXPIRING 01/22/2118: SPY	210.7580	05/01/12	06/07/13	\$34,619.50	\$29,560.50	\$5,059.00
<b>Security Subtotal</b>				<b>\$7,471,383.50</b> ✓	<b>\$6,123,233.87</b> ✓	<b>\$1,348,149.63</b>
<b>Total Long-Term</b>				<b>\$12,045,116.42</b>	<b>\$9,912,200.28</b>	<b>\$2,132,916.14</b>
<b>Total Realized Gain or (Loss)</b>				<b>\$12,830,604.35</b>	<b>\$10,684,030.86</b>	<b>\$2,146,573.49</b>

Schwab has provided realized gain/loss information wherever possible for most investments. Cost basis data may be incomplete or unavailable for some of your holdings. See Terms and Conditions.

Option Customers: Realized gain/loss of underlying securities is adjusted to reflect the premiums of assigned or exercised options.