

EXTENDED TO NOVEMBER 15, 2018

Return of Private Foundation

or Section 4947(a)(1) Trust Treated as Private Foundation

Do not enter social security numbers on this form as it may be made public.

Go to www.irs.gov/Form990PF for instructions and the latest information.

OMB No 1545-0052

2017

Open to Public Inspection

Form 990-PF

Department of the Treasury
Internal Revenue Service

For calendar year 2017 or tax year beginning

, and ending

Name of foundation
PINNACLE LEADERSHIP FOUNDATION
C/O KENSINGTON INVESTMENT COMPANY

Number and street (or P.O. box number if mail is not delivered to street address)
347 CONGRESS STREET

City or town, state or province, country, and ZIP or foreign postal code
BOSTON, MA 02210

A Employer identification number
26-1536108

B Telephone number
617-790-3911

C If exemption application is pending, check here ☐ **6**

D 1. Foreign organizations, check here ☐

2. Foreign organizations meeting the 85% test, check here and attach computation ☐

E If private foundation status was terminated under section 507(b)(1)(A), check here ☐

F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here ☐

G Check all that apply: ☐ Initial return ☐ Initial return of a former public charity
☐ Final return ☐ Amended return
☐ Address change ☐ Name change

H Check type of organization: ☒ Section 501(c)(3) exempt private foundation **03**
☐ Section 4947(a)(1) nonexempt charitable trust ☐ Other taxable private foundation

I Fair market value of all assets at end of year (from Part II, col. (c), line 16)
\$ 21,548,304.

J Accounting method: ☐ Cash ☒ Accrual.
☐ Other (specify) _____

(Part I, column (d) must be on cash basis.)

Part I Analysis of Revenue and Expenses (The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a))		(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
1	Contributions, gifts, grants, etc., received	305,846.			
2	Check ☒ If the foundation is not required to attach Sch. B				
3	Interest on savings and temporary cash investments				
4	Dividends and interest from sec				
5a	Gross rents				
b	Net rental income or (loss)				
6a	Net gain or (loss) from sale of assets not on line 10				
b	Gross sales price for all assets on line 6a				
7	Capital gain net income (from Part IV, line 2)		0.		
8	Net short-term capital gain			0.	
9	Income modifications				
10a	Gross sales less returns and allowances				STATEMENT 1
b	Less: Cost of goods sold	404,901.			STATEMENT 2
c	Gross profit or (loss)	-404,901.		-404,901.	
11	Other income	3,668,343.	0.	3,668,343.	STATEMENT 3
12	Total. Add lines 1 through 11	3,569,288.	0.	3,263,442.	
13	Compensation of officers, directors, trustees, etc	0.	0.	0.	0.
14	Other employee salaries and wages	284,632.	0.	56,926.	227,706.
15	Pension plans, employee benefits	27,452.	0.	5,490.	21,962.
16a	Legal fees				
b	Accounting fees	STMT 4 3,000.	0.	600.	2,400.
c	Other professional fees	STMT 5 5,010.	0.	1,002.	4,008.
17	Interest				
18	Taxes	STMT 6 35,385.	0.	7,077.	28,308.
19	Depreciation and depletion	629,826.	0.	125,965.	
20	Occupancy				
21	Travel, conferences, and meetings				
22	Printing and publications				
23	Other expenses	STMT 7 612,267.	0.	122,455.	489,812.
24	Total operating and administrative expenses. Add lines 13 through 23	1,597,572.	0.	319,515.	774,196.
25	Contributions, gifts, grants paid	4,714,804.			4,714,804.
26	Total expenses and disbursements. Add lines 24 and 25	6,312,376.	0.	319,515.	5,489,000.
27	Subtract line 26 from line 12.				
a	Excess of revenue over expenses and disbursements	-2,743,088.			
b	Net investment income (if negative, enter -0-)		0.		
c	Adjusted net income (if negative, enter -0-)			2,943,927.	

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Part II Balance Sheets		Attached schedules and amounts in the description column should be for end-of-year amounts only		
		Beginning of year	End of year	
		(a) Book Value	(b) Book Value	(c) Fair Market Value
Assets	1 Cash - non-interest-bearing	9,274,204.	444,742.	444,742.
	2 Savings and temporary cash investments			
	3 Accounts receivable ▶			
	Less: allowance for doubtful accounts ▶			
	4 Pledges receivable ▶			
	Less: allowance for doubtful accounts ▶			
	5 Grants receivable			
	6 Receivables due from officers, directors, trustees, and other disqualified persons			
	7 Other notes and loans receivable ▶ -152,421.			
	Less: allowance for doubtful accounts ▶ 0.	0.	-152,421.	0.
	8 Inventories for sale or use			
	9 Prepaid expenses and deferred charges			
	10a Investments - U.S. and state government obligations			
	b Investments - corporate stock			
	c Investments - corporate bonds			
	Liabilities	11 Investments - land, buildings, and equipment basis ▶ 22,766,509.		
Less accumulated depreciation ▶ 1,662,947.		22,220,970.	21,103,562.	21,103,562.
12 Investments - mortgage loans				
13 Investments - other STMT 8		4,041,482.	7,515,882.	0.
14 Land, buildings, and equipment; basis ▶				
Less accumulated depreciation ▶				
15 Other assets (describe ▶ STATEMENT 9)		543,240.	90,002.	0.
16 Total assets (to be completed by all filers - see the instructions. Also, see page 1, item I)		36,079,856.	29,001,767.	21,548,304.
17 Accounts payable and accrued expenses		1,487.	1,548.	
18 Grants payable				
Net Assets or Fund Balances	19 Deferred revenue			
	20 Loans from officers, directors, trustees, and other disqualified persons			
	21 Mortgages and other notes payable			
	22 Other liabilities (describe ▶ STATEMENT 10)	-33,800.	-1,316,267.	
	23 Total liabilities (add lines 17 through 22)	-32,313.	-1,314,719.	
Foundations that follow SFAS 117, check here ▶ ☐	24 Unrestricted			
	25 Temporarily restricted			
	26 Permanently restricted			
	Foundations that do not follow SFAS 117, check here ▶ ☒			
	27 Capital stock, trust principal, or current funds	0.	0.	
	28 Paid-in or capital surplus, or land, bldg, and equipment fund	0.	0.	
	29 Retained earnings, accumulated income, endowment, or other funds	41,904,369.	30,316,486.	
	30 Total net assets or fund balances	41,904,369.	30,316,486.	
31 Total liabilities and net assets/fund balances	41,872,056.	29,001,767.		

Part III Analysis of Changes in Net Assets or Fund Balances

1 Total net assets or fund balances at beginning of year - Part II, column (a), line 30 (must agree with end-of-year figure reported on prior year's return)	1	41,904,369.
2 Enter amount from Part I, line 27a	2	-2,743,088.
3 Other increases not included in line 2 (itemize) ▶	3	0.
4 Add lines 1, 2, and 3	4	39,161,281.
5 Decreases not included in line 2 (itemize) ▶	5	0.
6 Total net assets or fund balances at end of year (line 4 minus line 5) - Part II, column (b), line 30	6	39,161,281.

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Part IV Capital Gains and Losses for Tax on Investment Income

(a) List and describe the kind(s) of property sold (for example, real estate, 2-story brick warehouse; or common stock, 200 shs. MLC Co.)	(b) How acquired P - Purchase D - Donation	(c) Date acquired (mo., day, yr.)	(d) Date sold (mo., day, yr.)
1a			
b	NONE		
c			
d			
e			

(e) Gross sales price	(f) Depreciation allowed (or allowable)	(g) Cost or other basis plus expense of sale	(h) Gain or (loss) (e) plus (f) minus (g)
a			
b			
c			
d			
e			

Complete only for assets showing gain in column (h) and owned by the foundation on 12/31/69.

(i) FMV as of 12/31/69	(j) Adjusted basis as of 12/31/69	(k) Excess of col. (i) over col. (j), if any	(l) Gains (Col. (h) gain minus col. (k), but not less than -0-) or Losses (from col. (h))
a			
b			
c			
d			
e			

2 Capital gain net income or (net capital loss)	If gain, also enter in Part I, line 7 If (loss), enter -0- in Part I, line 7	2	
3 Net short-term capital gain or (loss) as defined in sections 1222(5) and (6): If gain, also enter in Part I, line 8, column (c). If (loss), enter -0- in Part I, line 8		3	

Part V Qualification Under Section 4940(e) for Reduced Tax on Net Investment Income

(For optional use by domestic private foundations subject to the section 4940(a) tax on net investment income.)

If section 4940(d)(2) applies, leave this part blank.

Was the foundation liable for the section 4942 tax on the distributable amount of any year in the base period?

☐ Yes ☒ No

If "Yes," the foundation doesn't qualify under section 4940(e). Do not complete this part.

1 Enter the appropriate amount in each column for each year; see the instructions before making any entries.

(a) Base period years Calendar year (or tax year beginning in)	(b) Adjusted qualifying distributions	(c) Net value of noncharitable-use assets	(d) Distribution ratio (col. (b) divided by col. (c))
2016	5,011,225.	0.	.000000
2015	5,809,089.	23,849,525.	.243573
2014	922,976.	1,070,138.	.862483
2013	554,284.	279,760.	1.981284
2012	65,965.	1,141,130.	.057807

2 Total of line 1, column (d)

2 3.145147

3 Average distribution ratio for the 5-year base period - divide the total on line 2 by 5.0, or by the number of years the foundation has been in existence if less than 5 years

3 .629029

4 Enter the net value of noncharitable-use assets for 2017 from Part X, line 5

4

5 Multiply line 4 by line 3

5 0.

6 Enter 1% of net investment income (1% of Part I, line 27b)

6 0.

7 Add lines 5 and 6

7 0.

8 Enter qualifying distributions from Part XII, line 4

8 5,489,000.

If line 8 is equal to or greater than line 7, check the box in Part VI, line 1b, and complete that part using a 1% tax rate. See the Part VI instructions.

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Part VI Excise Tax Based on Investment Income (Section 4940(a), 4940(b), 4940(e), or 4948 - see instructions)1a Exempt operating foundations described in section 4940(d)(2), check here ☐ and enter "N/A" on line 1.

Date of ruling or determination letter, _____ (attach copy of letter if necessary-see instructions)

b Domestic foundations that meet the section 4940(e) requirements in Part V, check here ☐ and enter 1% of Part I, line 27b

c All other domestic foundations enter 2% of line 27b. Exempt foreign organizations, enter 4% of Part I, line 12, col. (b).

2 Tax under section 511 (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)

3 Add lines 1 and 2

4 Subtitle A (income) tax (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)

5 Tax based on investment income. Subtract line 4 from line 3. If zero or less, enter -0-

6 Credits/Payments:

a 2017 estimated tax payments and 2016 overpayment credited to 2017

b Exempt foreign organizations - tax withheld at source

c Tax paid with application for extension of time to file (Form 8868)

d Backup withholding erroneously withheld

7 Total credits and payments. Add lines 6a through 6d

8 Enter any penalty for underpayment of estimated tax. Check here ☐ if Form 2220 is attached

9 Tax due. If the total of lines 5 and 8 is more than line 7, enter amount owed

10 Overpayment. If line 7 is more than the total of lines 5 and 8, enter the amount overpaid

11 Enter the amount of line 10 to be. Credited to 2018 estimated tax

51,053. Refunded

Part VII-A Statements Regarding Activities

1a During the tax year, did the foundation attempt to influence any national, state, or local legislation or did it participate or intervene in any political campaign?

b Did it spend more than \$100 during the year (either directly or indirectly) for political purposes? See the instructions for the definition. If the answer is "Yes" to 1a or 1b, attach a detailed description of the activities and copies of any materials published or distributed by the foundation in connection with the activities.

c Did the foundation file Form 1120-POL for this year?

d Enter the amount (if any) of tax on political expenditures (section 4955) imposed during the year.

(1) On the foundation. ☐ \$ 0. (2) On foundation managers. ☐ \$ 0.e Enter the reimbursement (if any) paid by the foundation during the year for political expenditure tax imposed on foundation managers. ☐ \$ 0.

2 Has the foundation engaged in any activities that have not previously been reported to the IRS?

If "Yes," attach a detailed description of the activities.

3 Has the foundation made any changes, not previously reported to the IRS, in its governing instrument, articles of incorporation, or bylaws, or other similar instruments? If "Yes," attach a conformed copy of the changes

4a Did the foundation have unrelated business gross income of \$1,000 or more during the year?

b If "Yes," has it filed a tax return on Form 990-T for this year?

5 Was there a liquidation, termination, dissolution, or substantial contraction during the year?

If "Yes," attach the statement required by General Instruction T

6 Are the requirements of section 508(e) (relating to sections 4941 through 4945) satisfied either.

• By language in the governing instrument, or

• By state legislation that effectively amends the governing instrument so that no mandatory directions that conflict with the state law remain in the governing instrument?

7 Did the foundation have at least \$5,000 in assets at any time during the year? If "Yes," complete Part II, col. (c), and Part XV

8a Enter the states to which the foundation reports or with which it is registered. See instructions. ☐

NH

b If the answer is "Yes" to line 7, has the foundation furnished a copy of Form 990-PF to the Attorney General (or designate) of each state as required by General Instruction G? If "No," attach explanation

9 Is the foundation claiming status as a private operating foundation within the meaning of section 4942(j)(3) or 4942(j)(5) for calendar year 2017 or the tax year beginning in 2017? See the instructions for Part XIV. If "Yes," complete Part XIV

10 Did any persons become substantial contributors during the tax year? If "Yes," attach a schedule listing their names and addresses

	Yes	No
1a		X
1b		X
1c		X
2		X
3		X
4a		X
4b		
5		X
6		X
7	X	
8b		X
9	X	
10		X

N/A

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Part VII-A Statements Regarding Activities (continued)

	Yes	No
11 At any time during the year, did the foundation, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If "Yes," attach schedule. See instructions		☒
12 Did the foundation make a distribution to a donor advised fund over which the foundation or a disqualified person had advisory privileges? If "Yes," attach statement. See instructions		☒
13 Did the foundation comply with the public inspection requirements for its annual returns and exemption application? Website address ▶ N/A		☒
14 The books are in care of ▶ SARA O'CONNOR Telephone no. ▶ 617-790-3970 Located at ▶ 347 CONGRESS STREET, BOSTON, MA ZIP+4 ▶ 02210		
15 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-PF in lieu of Form 1041 - check here and enter the amount of tax-exempt interest received or accrued during the year ▶ 15 N/A		
16 At any time during calendar year 2017, did the foundation have an interest in or a signature or other authority over a bank, securities, or other financial account in a foreign country? See the instructions for exceptions and filing requirements for FinCEN Form 114. If "Yes," enter the name of the foreign country ▶		☒

Part VII-B Statements Regarding Activities for Which Form 4720 May Be Required

File Form 4720 if any item is checked in the "Yes" column, unless an exception applies.

	Yes	No
1a During the year, did the foundation (either directly or indirectly): (1) Engage in the sale or exchange, or leasing of property with a disqualified person? ☐ Yes ☒ No (2) Borrow money from, lend money to, or otherwise extend credit to (or accept it from) a disqualified person? ☐ Yes ☒ No (3) Furnish goods, services, or facilities to (or accept them from) a disqualified person? ☐ Yes ☒ No (4) Pay compensation to, or pay or reimburse the expenses of, a disqualified person? ☐ Yes ☒ No (5) Transfer any income or assets to a disqualified person (or make any of either available for the benefit or use of a disqualified person)? ☐ Yes ☒ No (6) Agree to pay money or property to a government official? (Exception. Check "No" if the foundation agreed to make a grant to or to employ the official for a period after termination of government service, if terminating within 90 days.) ☐ Yes ☒ No		
b If any answer is "Yes" to 1a(1)-(6), did any of the acts fail to qualify under the exceptions described in Regulations section 53.4941(d)-3 or in a current notice regarding disaster assistance? See instructions Organizations relying on a current notice regarding disaster assistance, check here ▶ N/A		
c Did the foundation engage in a prior year in any of the acts described in 1a, other than excepted acts, that were not corrected before the first day of the tax year beginning in 2017?		☒
2 Taxes on failure to distribute income (section 4942) (does not apply for years the foundation was a private operating foundation defined in section 4942(j)(3) or 4942(j)(5)): a At the end of tax year 2017, did the foundation have any undistributed income (lines 6d and 6e, Part XIII) for tax year(s) beginning before 2017? ☐ Yes ☒ No If "Yes," list the years ▶ _____ b Are there any years listed in 2a for which the foundation is not applying the provisions of section 4942(a)(2) (relating to incorrect valuation of assets) to the year's undistributed income? (If applying section 4942(a)(2) to all years listed, answer "No" and attach statement - see instructions.) ▶ N/A		
c If the provisions of section 4942(a)(2) are being applied to any of the years listed in 2a, list the years here. ▶ _____		
3a Did the foundation hold more than a 2% direct or indirect interest in any business enterprise at any time during the year? ☐ Yes ☒ No b If "Yes," did it have excess business holdings in 2017 as a result of (1) any purchase by the foundation or disqualified persons after May 26, 1969; (2) the lapse of the 5-year period (or longer period approved by the Commissioner under section 4943(c)(7)) to dispose of holdings acquired by gift or bequest; or (3) the lapse of the 10-, 15-, or 20-year first phase holding period? (Use Schedule C, Form 4720, to determine if the foundation had excess business holdings in 2017.) ▶ N/A		
4a Did the foundation invest during the year any amount in a manner that would jeopardize its charitable purposes?		☒
b Did the foundation make any investment in a prior year (but after December 31, 1969) that could jeopardize its charitable purpose that had not been removed from jeopardy before the first day of the tax year beginning in 2017?		☒

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Part VII-B Statements Regarding Activities for Which Form 4720 May Be Required (continued)

5a During the year, did the foundation pay or incur any amount to:

- (1) Carry on propaganda, or otherwise attempt to influence legislation (section 4945(e))? ☐ Yes ☒ No
- (2) Influence the outcome of any specific public election (see section 4955); or to carry on, directly or indirectly, any voter registration drive? ☐ Yes ☒ No
- (3) Provide a grant to an individual for travel, study, or other similar purposes? ☐ Yes ☒ No
- (4) Provide a grant to an organization other than a charitable, etc., organization described in section 4945(d)(4)(A)? See instructions ☐ Yes ☒ No
- (5) Provide for any purpose other than religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals? ☐ Yes ☒ No

b If any answer is "Yes" to 5a(1)-(5), did any of the transactions fail to qualify under the exceptions described in Regulations section 53.4945 or in a current notice regarding disaster assistance? See instructions ☐ N/A

Organizations relying on a current notice regarding disaster assistance, check here ☐

c If the answer is "Yes" to question 5a(4), does the foundation claim exemption from the tax because it maintained expenditure responsibility for the grant? ☐ Yes ☐ No

If "Yes," attach the statement required by Regulations section 53.4945-5(d).

6a Did the foundation, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? ☐ Yes ☒ No

b Did the foundation, during the year, pay premiums, directly or indirectly, on a personal benefit contract? ☐ Yes ☒ No

If "Yes" to 6b, file Form 8870.

7a At any time during the tax year, was the foundation a party to a prohibited tax shelter transaction? ☐ Yes ☒ No

b If "Yes," did the foundation receive any proceeds or have any net income attributable to the transaction? ☐ Yes ☒ No

Part VIII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors

1 List all officers, directors, trustees, and foundation managers and their compensation.

(a) Name and address	(b) Title, and average hours per week devoted to position	(c) Compensation (If not paid, enter -0-)	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
SEE STATEMENT 11		0.	0.	0.

2 Compensation of five highest-paid employees (other than those included on line 1). If none, enter "NONE."

(a) Name and address of each employee paid more than \$50,000	(b) Title, and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
ERIC FREDERIKSEN	DIRECTOR OF SALES & EVENTS	40.00 120,000.	50,800.	0.
MARC LAPANNE	DIRECTOR OF SITE OPERATIONS	40.00 90,000.	66,800.	0.
CAROL CRAY	DIRECTOR OF LCF NORTH PROGRAM OPERA	40.00 115,000.	0.	0.
ANGELA GREEN	DIRECTOR OF SOCIAL MISSION	40.00 75,000.	10,400.	0.
EMILY DAUBNEY	SALES MANAGER	40.00 70,000.	0.	0.
Total number of other employees paid over \$50,000				0

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Part VIII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors (continued)**3** Five highest-paid independent contractors for professional services. If none, enter "NONE."

(a) Name and address of each person paid more than \$50,000	(b) Type of service	(c) Compensation
KINPSTEIN & CONNOR ENTERPRISES	EXCAVATING	
10 SWAMPSCOTT ST, NEWFIELDS, NH 03856	CONTRACTORS	115,089.
MARK BELANGER		101,419.
MARTHA PRYBYLO		61,889.
GEORGE ARMSTRONG		60,000.
DOWN TO EARTH LANDSCAPES	ECO-FRIENDLY	
154 AMESBURY ROAD, KENSINGTON, NH 03833	LANDSCAPING SERVICES	50,290.
Total number of others receiving over \$50,000 for professional services		0

Part IX-A Summary of Direct Charitable Activities

List the foundation's four largest direct charitable activities during the tax year. Include relevant statistical information such as the number of organizations and other beneficiaries served, conferences convened, research papers produced, etc.

	Expenses
1 N/A	
2	
3	
4	

Part IX-B Summary of Program-Related Investments

Describe the two largest program-related investments made by the foundation during the tax year on lines 1 and 2.

	Amount
1 N/A	
2	
3 All other program-related investments. See instructions.	
Total. Add lines 1 through 3	0.

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Part X Minimum Investment Return (All domestic foundations must complete this part. Foreign foundations, see instructions.)

1	Fair market value of assets not used (or held for use) directly in carrying out charitable, etc., purposes:		
a	Average monthly fair market value of securities	1a	0.
b	Average of monthly cash balances	1b	
c	Fair market value of all other assets	1c	
d	Total (add lines 1a, b, and c)	1d	0.
e	Reduction claimed for blockage or other factors reported on lines 1a and 1c (attach detailed explanation)	1e	0.
2	Acquisition indebtedness applicable to line 1 assets	2	0.
3	Subtract line 2 from line 1d	3	0.
4	Cash deemed held for charitable activities. Enter 1 1/2% of line 3 (for greater amount, see instructions)	4	
5	Net value of noncharitable-use assets. Subtract line 4 from line 3. Enter here and on Part V, line 4	5	0.
6	Minimum investment return. Enter 5% of line 5	6	0.

Part XI Distributable Amount (see instructions) (Section 4942(j)(3) and (j)(5) private operating foundations and certain foreign organizations, check here ☒ and do not complete this part.)

1	Minimum investment return from Part X, line 6	1	
2a	Tax on investment income for 2017 from Part VI, line 5	2a	
b	Income tax for 2017. (This does not include the tax from Part VI.)	2b	
c	Add lines 2a and 2b	2c	
3	Distributable amount before adjustments. Subtract line 2c from line 1	3	
4	Recoveries of amounts treated as qualifying distributions	4	
5	Add lines 3 and 4	5	
6	Deduction from distributable amount (see instructions)	6	
7	Distributable amount as adjusted. Subtract line 6 from line 5. Enter here and on Part XIII, line 1	7	

Part XII Qualifying Distributions (see instructions)

1	Amounts paid (including administrative expenses) to accomplish charitable, etc., purposes:		
a	Expenses, contributions, gifts, etc. - total from Part I, column (d), line 26	1a	5,489,000.
b	Program-related investments - total from Part IX-B	1b	0.
2	Amounts paid to acquire assets used (or held for use) directly in carrying out charitable, etc., purposes	2	
3	Amounts set aside for specific charitable projects that satisfy the:		
a	Suitability test (prior IRS approval required)	3a	
b	Cash distribution test (attach the required schedule)	3b	
4	Qualifying distributions. Add lines 1a through 3b. Enter here and on Part V, line 8; and Part XIII, line 4	4	5,489,000.
5	Foundations that qualify under section 4940(e) for the reduced rate of tax on net investment income. Enter 1% of Part I, line 27b	5	0.
6	Adjusted qualifying distributions. Subtract line 5 from line 4	6	5,489,000.

Note: The amount on line 6 will be used in Part V, column (b), in subsequent years when calculating whether the foundation qualifies for the section 4940(e) reduction of tax in those years.

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Part XIII Undistributed Income (see instructions)

N/A

	(a) Corpus	(b) Years prior to 2016	(c) 2016	(d) 2017
1 Distributable amount for 2017 from Part XI, line 7				
2 Undistributed Income, if any, as of the end of 2017				
a Enter amount for 2016 only				
b Total for prior years				
3 Excess distributions carryover, if any, to 2017:				
a From 2012				
b From 2013				
c From 2014				
d From 2015				
e From 2016				
f Total of lines 3a through e				
4 Qualifying distributions for 2017 from Part XII, line 4: ► \$				
a Applied to 2016, but not more than line 2a				
b Applied to undistributed income of prior years (Election required - see instructions)				
c Treated as distributions out of corpus (Election required - see instructions)				
d Applied to 2017 distributable amount				
e Remaining amount distributed out of corpus				
5 Excess distributions carryover applied to 2017 (If an amount appears in column (d), the same amount must be shown in column (a))				
6 Enter the net total of each column as indicated below:				
a Corpus. Add lines 3f, 4c, and 4e. Subtract line 5				
b Prior years' undistributed income. Subtract line 4b from line 2b				
c Enter the amount of prior years' undistributed income for which a notice of deficiency has been issued, or on which the section 4942(a) tax has been previously assessed				
d Subtract line 6c from line 6b. Taxable amount - see instructions				
e Undistributed income for 2016. Subtract line 4a from line 2a. Taxable amount - see instr.				
f Undistributed income for 2017. Subtract lines 4d and 5 from line 1. This amount must be distributed in 2018				
7 Amounts treated as distributions out of corpus to satisfy requirements imposed by section 170(b)(1)(F) or 4942(g)(3) (Election may be required - see instructions)				
8 Excess distributions carryover from 2012 not applied on line 5 or line 7				
9 Excess distributions carryover to 2018. Subtract lines 7 and 8 from line 6a				
10 Analysis of line 9:				
a Excess from 2013				
b Excess from 2014				
c Excess from 2015				
d Excess from 2016				
e Excess from 2017				

PINNACLE LEADERSHIP FOUNDATION

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C/O KENSINGTON INVESTMENT COMPANY

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Part XIV Private Operating Foundations (see instructions and Part VII-A, question 9)

- 4 a If the foundation has received a ruling or determination letter that it is a private operating foundation, and the ruling is effective for 2017, enter the date of the ruling

09/15/14

- b Check box to indicate whether the foundation is a private operating foundation described in section

☒ 4942(j)(3) or ☐ 4942(j)(5)

- 2 a Enter the lesser of the adjusted net income from Part I or the minimum investment return from Part X for each year listed

- b 85% of line 2a

- c Qualifying distributions from Part XII, line 4 for each year listed

- d Amounts included in line 2c not used directly for active conduct of exempt activities

- e Qualifying distributions made directly for active conduct of exempt activities.

Subtract line 2d from line 2c

- 3 Complete 3a, b, or c for the alternative test relied upon:

- a "Assets" alternative test - enter:

- (1) Value of all assets

- (2) Value of assets qualifying under section 4942(j)(3)(B)(i)

- b "Endowment" alternative test - enter 2/3 of minimum investment return shown in Part X, line 6 for each year listed

- c "Support" alternative test - enter:

- (1) Total support other than gross investment income (interest, dividends, rents, payments on securities loans (section 512(a)(5)), or royalties)

- (2) Support from general public and 5 or more exempt organizations as provided in section 4942(j)(3)(B)(iii)

- (3) Largest amount of support from an exempt organization

- (4) Gross investment income

Tax year	Prior 3 years			(e) Total
(a) 2017	(b) 2016	(c) 2015	(d) 2014	
0.	0.	379,366.	0.	379,366.
0.	0.	322,461.	0.	322,461.
5,489,000.	5,012,096.	5,809,089.	922,976.	17,233,161.
0.	0.	0.	0.	0.
5,489,000.	5,012,096.	5,809,089.	922,976.	17,233,161.
				0.
				0.
0.	0.	794,984.	35,671.	830,655.
				0.
				0.
				0.
				0.

Part XV Supplementary Information (Complete this part only if the foundation had \$5,000 or more in assets at any time during the year-see instructions.)

- 1 Information Regarding Foundation Managers:

- a List any managers of the foundation who have contributed more than 2% of the total contributions received by the foundation before the close of any tax year (but only if they have contributed more than \$5,000). (See section 507(d)(2).)

NONE

- b List any managers of the foundation who own 10% or more of the stock of a corporation (or an equally large portion of the ownership of a partnership or other entity) of which the foundation has a 10% or greater interest.

NONE

- 2 Information Regarding Contribution, Grant, Gift, Loan, Scholarship, etc., Programs:

Check here ☒ if the foundation only makes contributions to preselected charitable organizations and does not accept unsolicited requests for funds. If the foundation makes gifts, grants, etc., to individuals or organizations under other conditions, complete items 2a, b, c, and d.

- a The name, address, and telephone number or email address of the person to whom applications should be addressed:

- b The form in which applications should be submitted and information and materials they should include.

- c Any submission deadlines.

- d Any restrictions or limitations on awards, such as by geographical areas, charitable fields, kinds of institutions, or other factors:

**PINNACLE LEADERSHIP FOUNDATION
C/O KENSINGTON INVESTMENT COMPANY**

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Part XV **Supplementary Information** (continued)

8 Grants and Contributions Paid During the Year or Approved for Future Payment				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
a Paid during the year				
HIGH FIVES FOUNDATION DONATION 10775 PIONEER TRAIL #108 TRUCKEE, CA 96161	N/A	PC	GENERAL	20,000.
PROTECT OUR WINTERS DONATION 4676 BROADWAY STREET BOULDER, CO 80304	N/A	PC	GENERAL	10,000.
DOCTORS WITHOUT BORDERS 40 RECTOR STREET, 16TH FLOOR NEW YORK, NH 10006	N/A	PC	GENERAL	150.
THE BASE DONATION 11 WALNUT PARK ROXBURY, MA 02119	N/A	PC	GENERAL	125,000.
LIVE FREE OR DIE ALLIANCE P.O. BOX 195 SUITE 100 HAMPTON, NH 03842	N/A	PC	GENERAL	25,000.
Total	SEE CONTINUATION SHEET(S)			4,714,804.
b Approved for future payment				
NONE				
Total				0.

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Part XVI-A Analysis of Income-Producing Activities

Enter gross amounts unless otherwise indicated.

Enter gross amounts unless otherwise indicated.		Unrelated business income		Excluded by section 512, 513, or 514		(e) Related or exempt function income
	(a) Business code	(b) Amount	(c) Exclu- sion code	(d) Amount		
1 Program service revenue.						
a _____						
b _____						
c _____						
d _____						
e _____						
f _____						
g Fees and contracts from government agencies						
2 Membership dues and assessments						
3 Interest on savings and temporary cash investments						
4 Dividends and interest from securities						
5 Net rental income or (loss) from real estate						
a Debt-financed property						
b Not debt-financed property						
6 Net rental income or (loss) from personal property						
7 Other investment income						
8 Gain or (loss) from sales of assets other than inventory						
9 Net income or (loss) from special events						
10 Gross profit or (loss) from sales of inventory						-404,901.
11 Other revenue:						
a SERVICE REVENUE			16			3,668,343.
b _____						
c _____						
d _____						
e _____						
12 Subtotal. Add columns (b), (d), and (e)		0.		0.		3,263,442.
13 Total. Add line 12, columns (b), (d), and (e)						3,263,442.

(See worksheet in line 13 instructions to verify calculations.)

Part XVI-B Relationship of Activities to the Accomplishment of Exempt Purposes

[illegible]

Part XVII Information Regarding Transfers to and Transactions and Relationships With Noncharitable Exempt Organizations

- | | | | | |
|---|--|-------|-----|----|
| 1 | Did the organization directly or indirectly engage in any of the following with any other organization described in section 501(c)(3) (other than section 501(c)(3) organizations) or in section 527, relating to political organizations? | | Yes | No |
| | | | | |
| a | Transfers from the reporting foundation to a noncharitable exempt organization of: | | | |
| | (1) Cash | 1a(1) | | X |
| | (2) Other assets | 1a(2) | | X |
| b | Other transactions. | | | |
| | (1) Sales of assets to a noncharitable exempt organization | 1b(1) | | X |
| | (2) Purchases of assets from a noncharitable exempt organization | 1b(2) | | X |
| | (3) Rental of facilities, equipment, or other assets | 1b(3) | | X |
| | (4) Reimbursement arrangements | 1b(4) | | X |
| | (5) Loans or loan guarantees | 1b(5) | | X |
| | (6) Performance of services or membership or fundraising solicitations | 1b(6) | | X |
| c | Sharing of facilities, equipment, mailing lists, other assets, or paid employees | 1c | | X |
| d | If the answer to any of the above is "Yes," complete the following schedule. Column (b) should always show the fair market value of the goods, other assets, or services given by the reporting foundation. If the foundation received less than fair market value in any transaction or sharing arrangement, show in column (d) the value of the goods, other assets, or services received. | | | |

[illegible]

- 2a** Is the foundation directly or indirectly affiliated with, or related to, one or more tax-exempt organizations described in section 501(c) (other than section 501(c)(3)) or in section 527? ☐ Yes ☒ No
- b** If "Yes," complete the following schedule.

(a) Name of organization	(b) Type of organization	(c) Description of relationship
N/A		

**Sign
Here**

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

May the IRS discuss this return with the preparer shown below? See instr

☒ Yes ☐ No

Signature of officer or trustee

Date _____

Title

CHAIRMAN

Print/Type preparer's name

Preparer's signature

Date _____

Check ☐ self-employed

PTIN

**Paid
Preparer
Use Only**

KELLIE NEUHAUS

Kellie Penkhus

03/07/19

P00838213

Firm's name ▶ **ANDERSEN TAX, LLC**

Firm's EIN ▶ 33-1197384

Firm's address ► 125 HIGH STREET, 16TH FLOOR
BOSTON, MA 02110

Phone no. (617) 292-8400

Form 990-PF (2017)

**PINNACLE LEADERSHIP FOUNDATION
C/O KENSINGTON INVESTMENT COMPANY**

26-1536108

Part XV Supplementary Information				
3 Grants and Contributions Paid During the Year (Continuation)				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
MASS COLLEGE OF ARTS 621 HUNTINGTON AVENUE BOSTON, MA 02115	N/A	PC	GENERAL	3,500.
BETH ISRAEL DEACONESS MEDICAL 330 BROOKLINE AVENUE BOSTON, MA 02215	N/A	PC	GENERAL	25,000.
FRIENDS OF CEDAR MESA DONATION 567 MAIN ST BLUFF, UT 84512	N/A	PC	GENERAL	25,000.
BETH ISRAEL DEACONESS MEDICAL 330 BROOKLINE AVENUE BOSTON, MA 02215	N/A	PC	GENERAL	1,000.
GREATER BOSTON CHINESE GOLDEN AGE CENTER 75 KNEELAND ST, SUITE 204 BOSTON, MA 02111	N/A	PC	GENERAL	1,000.
SHELBURNE COMMUNITY CENTER 2730 WASHINGTON ST ROXBURY, MA 02119	N/A	PC	GENERAL	10,000.
JEWISH AGENCY FOR ISRAEL 633 THIRD AVENUE NEW YORK, NY 10017	N/A	PC	GENERAL	10,000.
BEAR PAW GREENWAYS DONATION POST OFFICE BOX 19 DEERFIELD, NH 03037	N/A	PC	GENERAL	5,000.
GREATER BOSTON PFLAG DONATION 82 RIVER STREET WALTHAM, MA 02453	N/A	PC	GENERAL	5,000.
CITIZENS SCHOOL 308 CONGRESS ST BOSTON, MA 02210	N/A	PC	GENERAL	9,000.
Total from continuation sheets				4,534,654.

**PINNACLE LEADERSHIP FOUNDATION
C/O KENSINGTON INVESTMENT COMPANY**

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Part XV Supplementary Information				
3 Grants and Contributions Paid During the Year (Continuation)				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
EV KIDS INC 218 ADAMS ST BOSTON, MA 02122	N/A	PC	GENERAL	2,000.
MADISON PARK TECH 75 MALCOLM X BLVD BOSTON, MA 02120	N/A	PC	GENERAL	10,000.
RAISING A READER 3 SCHOOL ST BOSTON, MA 02108	N/A	PC	GENERAL	4,000.
BUILD - GREATER BOSTON 745 ATLANTIC AVENUE BOSTON, MA 02111	N/A	PC	GENERAL	40,000.
CITY ON A HILL 2179 WASHINGTON ST BOSTON, MA 02119	N/A	PC	GENERAL	25,000.
COLLEGE BOUND - DORCHESTER 222 BOWDOIN ST DORCHESTER, MA 02122	N/A	PC	GENERAL	35,000.
UASPIRE 31 MILK ST BOSTON, MA 02109	N/A	PC	GENERAL	40,000.
YEAR UP 45 MILK ST ROXBURY CROSSING, MA 02109	N/A	PC	GENERAL	35,000.
SQUASHBUSTER 795 COLUMBUS AVE ROXBURY CROSSING, MA 02109	N/A	PC	GENERAL	15,000.
WEST END HOUSE 105 ALLSTON ST ALLSTON, MA 02134	N/A	PC	GENERAL	25,000.
Total from continuation sheets				

**PINNACLE LEADERSHIP FOUNDATION
C/O KENSINGTON INVESTMENT COMPANY**

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Part XV Supplementary Information				
3 Grants and Contributions Paid During the Year (Continuation)				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
XCEL EDUCATION 39 SMITH ST BOSTON, MA 02120	N/A	PC	GENERAL	15,000.
SQB PROVIDENCE COURT 250 LLOYD AVENUE PROVIDENCE, RI 02906	N/A	PC	GENERAL	15,000.
KWONG KOW SCHOOL DONATION 87 TYLER STREET BOSTON, MA 02111	N/A	PC	GENERAL	5,000.
DONATION NF GOLF TOURNAMENT 9 BEDFORD STREET BURLINGTON, MA 01803	N/A	PC	GENERAL	25,000.
DAY FOLLOWS NIGHT CAMDEN, ME	N/A	PC	GENERAL	50,000.
THE MUSIC HALL DONATION 28 CHESTNUT STREET PORTSMOUTH, NH 03801	N/A	PC	GENERAL	5,000.
REBUILDING TOGETHER DONATION 999 N. CAPITOL STREET NE SUITE 701 WASHINGTON, DC, DC 20002	N/A	PC	GENERAL	10,000.
THE BASE DONATION #2 11 WALNUT PARK ROXBURY, MA 02119	N/A	PC	GENERAL	125,000.
SOUTHEAST LAND TRUST OF NH 6 CENTER STREET EXETER, NH 03833	N/A	PC	GENERAL	100,000.
RALPH LOWELL SOCIETY-PRES.CIRC 1 GUEST STREET BOSTON, MA 02135	N/A	PC	GENERAL	25,000.
Total from continuation sheets				

PINNACLE LEADERSHIP FOUNDATION
C/O KENSINGTON INVESTMENT COMPANY

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Part XV Supplementary Information

3 Grants and Contributions Paid During the Year (Continuation)				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
BOSTON COLLEGIATE DONATION 140 COMMONWEALTH AVENUE CHESTNUT HILL, MA 02467	N/A	PC	GENERAL	100,000.
BOTTOM LINE DONATION 50 MILK STREET 16TH FLOOR BOSTON, MA 02109	N/A	PC	GENERAL	363,092.
AMNESTY INTERNATIONAL USA PO BOX 98233 WASHINGTON DC, DC 20090-8233	N/A	PC	GENERAL	1,000.
THE LUCKY PENNY PO BOX 170229 ATLANTA, GA 30317	N/A	PC	GENERAL	10,000.
FRANK COLEMAN "PROJECT INTERVALE" 74 MATTAPAN ST MATTAPAN, MA 02126	N/A	PC	GENERAL	1,500.
COMPASS LIGHT INC CAMDEN, ME	N/A	PC	GENERAL	30,000.
2017 CIVIC LEADERSHIP FUND 75 ARLINGTON STREET BOSTON, MA 02116	N/A	PC	GENERAL	25,000.
NORTHEASTERN U. DONATION 716 COLUMBUS AVE BOSTON, MA 02120	N/A	PC	GENERAL	47,895.
ARTISTS FOR HUMANITY DONATION 100 W 2ND STREET BOSTON, MA 02127	N/A	PC	GENERAL	1,000,000.
NE HOLOCAUST MEMORIAL REPAIR 98 UNION STREET BOSTON, MA 02129	N/A	PC	GENERAL	10,000.
Total from continuation sheets				

**PINNACLE LEADERSHIP FOUNDATION
C/O KENSINGTON INVESTMENT COMPANY**

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Part XV Supplementary Information

3 Grants and Contributions Paid During the Year (Continuation)				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
FRIENDS OF JACLYN FOUNDATION NEWFIELDS, NH 03856	N/A	PC	GENERAL	1,000.
NOW & THERE DONATION PO BOX 52557 BOSTON, MA 02205	N/A	PC	GENERAL	28,500.
HONOR OF T.CUTLER & I.CHAFETZ 333 NAHANATON ST NEWTON, MA 02459	N/A	PC	GENERAL	25,000.
BOSTON DEBATE LEAGUE DONATION 566 COLUMBUS AVENUE BOSTON, MA 02118	N/A	PC	GENERAL	5,000.
YOUTH OPTIONS DONATION 7 PALMER ST ROXBURY, MA 02119	N/A	PC	GENERAL	15,000.
BIG SISTERS ASSOC. DONATION 20 PARK PLAZA #1420 BOSTON, MA 02116	N/A	PC	GENERAL	25,000.
MSPCA DONATION 350 SOUTH HUNTINGTON AVENUE BOSTON, MA 02130	N/A	PC	GENERAL	5,000.
BABSON DONATION 231 FOREST STREET BABSON PARK, MA 02457	N/A	PC	GENERAL	500,000.
THE COLONIAL THEATER DONATION 106 BOYLSTON STREET BOSTO, MA 02116	N/A	PC	GENERAL	10,000.
SOCIETY FOR THE PROTECTION OF NEW HAMPSHIRE FOREST 54 PORTSMOUTH ST CONCORD, NH 03301	N/A	PC	GENERAL	100,000.
Total from continuation sheets				

**PINNACLE LEADERSHIP FOUNDATION
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Part XV Supplementary Information				
3 Grants and Contributions Paid During the Year (Continuation)				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
BBJ CORPORATE AWARED 70 FRANKLIN STREET BOSTON, MA 02110	N/A	PC	GENERAL	30,000.
PARK CITY COMM.DONATION 1960 SIDEWINDER DRIVE, SUITE 103 PARK CITY, UT 84060	N/A	PC	GENERAL	100,000.
NEW ENGLAND HEMOPHILIA ASSOCIATION 347 WASHINGTON STREET, SUITE 402 DEDHAM, MA 02026	N/A	PC	GENERAL	1,000.
PARK CITY COMM. DONATION ADDITIONAL DONATION 1960 SIDEWINDER DRIVE, SUITE 103 PARK CITY, UT 84060	N/A	PC	GENERAL	500.
THE MUSIC HALL INNOVATION/LEADERSHIP SPONSOR 28 CHESTNUT STREET PORTSMOUTH, NH 03801	N/A	PC	GENERAL	10,000.
THE MUSIC HALL PERSONAL STAKEHOLDER MEMBERSHP 28 CHESTNUT STREET PORTSMOUTH, NH 03801	N/A	PC	GENERAL	5,000.
PAYMENT 3/3-PILGRIM EXCAVATION 17280 PRICE RD GULFPORT, MS 39503	N/A	PC	GENERAL	500,000.
DONATION - PARK CITY EDUCATION 1821 SIDEWINDER DRIVE SUITE 4 PARK CITY, UT 84060	N/A	PC	GENERAL	5,000.
TEAM USA/JAPAN INITIATIVE (THE BASE) 11 WALNUT PARK ROXBURY, MA 02119	N/A	PC	GENERAL	25,000.
KENSINGTON CHARRETTE-DONATION 5 HOBBS ROAD KENSINGTON, NH 03833	N/A	PC	GENERAL	2,500.
Total from continuation sheets				

**PINNACLE LEADERSHIP FOUNDATION
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26-1536108

Part XV Supplementary Information

3 Grants and Contributions Paid During the Year (Continuation)

Recipient Name and address (home or business)	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
DONATION-COUNCIL FOR A LIV.WRD 820 1ST STREET NE, SUITE LL-180 WASHINGTON, DC, DC 20002	N/A	PC	GENERAL	5,000.
DONATION SOUTHERN POVERTY LAW 400 WASHINGTON AVENUE MONTGOMERY, AL 36104	N/A	PC	GENERAL	5,000.
DONATION NH PRESERVATION 7 EAGLE SQUARE CONCORD, NH 03301	N/A	PC	GENERAL	5,000.
DONATION-CO PLATEAU FOUND. 113 BIRCH AVENUE FLAGSTAFF, AZ 86001	N/A	PC	GENERAL	1,000.
DONATION-NE SKI MUSEUM 135 TRAMWAY DRIVE FRANCONIA, NH 03580	N/A	PC	GENERAL	10,000.
ANNUAL LEGACY DINNER 8 OAK STREET WEST BOSTON, MA 02116	N/A	PC	GENERAL	5,000.
DONATION SPNHF 54 PORTSMOUTH STREET CONCORD, NH 03301	N/A	PC	GENERAL	29,000.
DONATION PARK CITY COMM.FOUND. 1960 SIDEWINDER DRIVE SUITE 103 PARK CITY, UT 84060	N/A	PC	GENERAL	15,000.
DONATION THE VILNA SHUL 18 PHILLIPS STREET BOSTON, MA 02114	N/A	PC	GENERAL	5,000.
SUMMIT LAND CONSERVANCY PO BOX 1775 PARK CITY, UT 84060	N/A	PC	GENERAL	5,000.
Total from continuation sheets				

**PINNACLE LEADERSHIP FOUNDATION
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Part XV Supplementary Information

3 Grants and Contributions Paid During the Year (Continuation)

Recipient Name and address (home or business)	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
THE WINTER CENTER FOR INDIGENOUS PEOPLE	N/A	PC	GENERAL	1,000.
GIVING ANGELS DONATION 1461 GOLDEN DRIVE DRESHER, PA 19025	N/A	PC	GENERAL	1,000.
DONATION - KENSINGTON CHURCH 108 AMESBURY ROAD KENSINGTON, NH 03833	N/A	PC	GENERAL	2,000.
UCLUB SCHOLARSHIP FUND 426 STUART STREET BOSTON, MA 02116	N/A	PC	GENERAL	1,000.
CODMAN ACADEMY DONATION 637 WASHINGTON STREET DORCHESTER, MA 02124	N/A	PC	GENERAL	200,000.
MATCH BEYOND DONATION 50 MILK STREET BOSTON, MA 02110	N/A	PC	GENERAL	100,000.
WEST END HOUSE DONATION 105 ALLSTON STREET ALLSTON, MA 02134	N/A	PC	GENERAL	333,333.
2017-18 UAC SPONSORSHIP 2242 W NORTH TEMPLE SALT LAKE CITY, UT 84116	N/A	PC	GENERAL	10,000.
VETERANS COUNT SEACOAST REGION 555 AUBURN STREET MANCHESTER, NH 03103	N/A	PC	GENERAL	10,000.
2017 MOONDANCE GALA 376 BOYLSTON STRET BOSTON, MA 02116	N/A	PC	GENERAL	25,000.
Total from continuation sheets				

**PINNACLE LEADERSHIP FOUNDATION
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Part XV Supplementary Information				
3 Grants and Contributions Paid During the Year (Continuation)				
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
ASSOCIATES FUND GRANT 347 CONGRESS STREET BOSTON, MA 02210	N/A	PC	GENERAL	6,200.
ASSOCIATES FUND GRANT 347 CONGRESS STREET BOSTON, MA 02210	N/A	PC	GENERAL	6,000.
ASSOCIATES FUND GRANT 347 CONGRESS STREET BOSTON, MA 02210	N/A	PC	GENERAL	6,500.
ASSOCIATES FUND GRANT 347 CONGRESS STREET BOSTON, MA 02210	N/A	PC	GENERAL	6,300.
COMMONWEALTH KITCHEN DONATION 196 QUINCY STREET BOSTON, MA 02121	N/A	PC	GENERAL	15,000.
BENJAMIN FRANKLIN INSTITUTE OF TECHNOLOGY 41 BERKELY ST BOSTON, MA 02116	N/A	PC	GENERAL	334.
BETH ISRAEL DEACONESS MEDICAL 330 BROOKLINE AVE BOSTON, MA 02215	N/A	PC	GENERAL	25,000.
NABB DONATION 160 COMMONWEALTH AVENUE BOSTON, MA 02116	N/A	PC	GENERAL	1,000.
HIGH FIVES FOUNDATION DECEMBER CONTRIBUTION 10775 PIONEER TRAIL #108 TRUCKEE, CA 96161	N/A	PC	GENERAL	15,000.
MISCELLANEOUS DONATIONS	N/A	PC	GENERAL	2,500.
Total from continuation sheets				

FORM 990-PF

INCOME AND COST OF GOODS SOLD
INCLUDED ON PART I, LINE 10

STATEMENT 1

INCOME

1. GROSS RECEIPTS		
2. RETURNS AND ALLOWANCES		
3. LINE 1 LESS LINE 2		
4. COST OF GOODS SOLD (LINE 15)	404,901	
5. GROSS PROFIT (LINE 3 LESS LINE 4).		-404,901
6. OTHER INCOME		
7. GROSS INCOME (ADD LINES 5 AND 6)		-404,901

COST OF GOODS SOLD

8. INVENTORY AT BEGINNING OF YEAR		
9. MERCHANDISE PURCHASED.		
10. COST OF LABOR.		
11. MATERIALS AND SUPPLIES		
12. OTHER COSTS.	404,901	
13. ADD LINES 8 THROUGH 12		404,901
14. INVENTORY AT END OF YEAR		
15. COST OF GOODS SOLD (LINE 13 LESS LINE 14).		404,901

FORM 990-PF COST OF GOODS SOLD - OTHER COSTS STATEMENT 2

DESCRIPTION	AMOUNT
COST OF GOODS SOLD	404,901.
TOTAL OTHER COSTS	404,901.

FORM 990-PF OTHER INCOME STATEMENT 3

DESCRIPTION	(A) REVENUE PER BOOKS	(B) NET INVEST- MENT INCOME	(C) ADJUSTED NET INCOME
SERVICE REVENUE	3,668,343.	0.	3,668,343.
TOTAL TO FORM 990-PF, PART I, LINE 11	3,668,343.	0.	3,668,343.

FORM 990-PF ACCOUNTING FEES STATEMENT 4

DESCRIPTION	(A) EXPENSES PER BOOKS	(B) NET INVEST- MENT INCOME	(C) ADJUSTED NET INCOME	(D) CHARITABLE PURPOSES
ACCOUNTING FEES	3,000.	0.	600.	2,400.
TO FORM 990-PF, PG 1, LN 16B	3,000.	0.	600.	2,400.

FORM 990-PF OTHER PROFESSIONAL FEES STATEMENT 5

DESCRIPTION	(A) EXPENSES PER BOOKS	(B) NET INVEST- MENT INCOME	(C) ADJUSTED NET INCOME	(D) CHARITABLE PURPOSES
LEGAL & OTHER FEES	5,010.	0.	1,002.	4,008.
TO FORM 990-PF, PG 1, LN 16C	5,010.	0.	1,002.	4,008.

FORM 990-PF	TAXES			STATEMENT 6
DESCRIPTION	(A) EXPENSES PER BOOKS	(B) NET INVEST- MENT INCOME	(C) ADJUSTED NET INCOME	(D) CHARITABLE PURPOSES
REAL PROPERTY TAXES	25,012.	0.	5,002.	20,010.
PAYROLL TAXES	10,373.	0.	2,075.	8,298.
TO FORM 990-PF, PG 1, LN 18	35,385.	0.	7,077.	28,308.

FORM 990-PF	OTHER EXPENSES			STATEMENT 7
DESCRIPTION	(A) EXPENSES PER BOOKS	(B) NET INVEST- MENT INCOME	(C) ADJUSTED NET INCOME	(D) CHARITABLE PURPOSES
OFFICE	5,226.	0.	1,045.	4,181.
POSTAGE	199.	0.	40.	159.
MANAGEMENT FEES	28,000.	0.	5,600.	22,400.
CONSULTING AND ALLOCABLE FEES	3,867.	0.	773.	3,094.
TELEPHONE	11,618.	0.	2,324.	9,294.
FEES	56,719.	0.	11,344.	45,375.
UTILITIES	8,738.	0.	1,748.	6,990.
TRANSPORTATION	7,097.	0.	1,419.	5,678.
EXTERMINATING	2,189.	0.	438.	1,751.
RUBBISH	1,292.	0.	258.	1,034.
LANDSCAPING AND MAINTENANCE	32,248.	0.	6,450.	25,798.
CLEANING	11,233.	0.	2,247.	8,986.
REPAIRS	25,670.	0.	5,134.	20,536.
SUPPLIES	8,705.	0.	1,741.	6,964.
EQUIPMENT	17,578.	0.	3,516.	14,062.
INSURANCE	35,496.	0.	7,099.	28,397.
MEALS AND ENTERTAINMENT	860.	0.	172.	688.
CATERING	0.	0.	0.	0.
MARKETING	3,588.	0.	718.	2,870.
TECHNICIAN	0.	0.	0.	0.
BANK CHARGES	78,786.	0.	15,757.	63,029.
ROPES COURSE	8,053.	0.	1,611.	6,442.
SNOW REMOVAL	1,942.	0.	388.	1,554.
OTHER EXPENSES	2,718.	0.	544.	2,174.
LAUNDRY & UNIFORMS	340.	0.	68.	272.
DISCOUNTS	123,355.	0.	24,671.	98,684.
DISCOUNTS - GCC/KIC/OAT	139,230.	0.	27,846.	111,384.
LEWIS GATHERING CENTER	-2,480.	0.	-496.	-1,984.
TO FORM 990-PF, PG 1, LN 23	612,267.	0.	122,455.	489,812.

FORM 990-PF	OTHER INVESTMENTS	STATEMENT	8
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DESCRIPTION	VALUATION METHOD	BOOK VALUE
INVESTMENTS	COST	7,515,882.
TOTAL TO FORM 990-PF, PART II, LINE 13		7,515,882.

FORM 990-PF	OTHER ASSETS	STATEMENT	9
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DESCRIPTION	BEGINNING OF YR BOOK VALUE	END OF YEAR BOOK VALUE	FAIR MARKET VALUE
OTHER	109,184.	90,002.	0.
DUE FROM RELATED PARTY	434,056.	0.	0.
TO FORM 990-PF, PART II, LINE 15	543,240.	90,002.	0.

FORM 990-PF	OTHER LIABILITIES	STATEMENT	10
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DESCRIPTION	BOY AMOUNT	EOY AMOUNT
ACCRUED EXPENSES	116,547.	25,860.
LOAN TO AFFILIATE	-150,347.	-1,369,743.
DUE TO/FROM	0.	27,616.
TOTAL TO FORM 990-PF, PART II, LINE 22	-33,800.	-1,316,267.

FORM 990-PF

PART VIII - LIST OF OFFICERS, DIRECTORS
TRUSTEES AND FOUNDATION MANAGERS

STATEMENT 11

NAME AND ADDRESS	TITLE AND AVRG HRS/WK	COMPEN- SATION	EMPLOYEE BEN PLAN EXPENSE CONTRIB ACCOUNT
ALAN E. LEWIS 347 CONGRESS STREET BOSTON, MA 02210	TRUSTEE, PRESIDENT 2.50	0.	0. 0.
BRUCE CILEY 347 CONGRESS STREET BOSTON, MA 02210	TRUSTEE, TREASURER 2.50	0.	0. 0.
EDWARD B.R. LEWIS 347 CONGRESS STREET BOSTON, MA 02210	TRUSTEE 2.50	0.	0. 0.
HARRIET R. LEWIS 347 CONGRESS STREET BOSTON, MA 02210	TRUSTEE 2.50	0.	0. 0.
CHARLOTTE R. LEWIS 347 CONGRESS STREET BOSTON, MA 02210	TRUSTEE 2.50	0.	0. 0.
JAMES J. O'BRIEN 347 CONGRESS STREET BOSTON, MA 02210	SECRETARY 2.50	0.	0. 0.
TOTALS INCLUDED ON 990-PF, PAGE 6, PART VIII		0.	0. 0.