

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 2019-11-14 Date															
	MATTHEW EYLES PRESIDENT & CEO Type or print name and title															
Paid Preparer Use Only	<table border="1"> <tr> <td>Print/Type preparer's name</td> <td>Preparer's signature</td> <td>Date 2019-11-14</td> <td>Check ☐ if self-employed</td> <td>PTIN P00230625</td> </tr> <tr> <td colspan="3">Firm's name ▶ COHNREZNICK LLP</td> <td colspan="2">Firm's EIN ▶ 22-1478099</td> </tr> <tr> <td colspan="3">Firm's address ▶ 7501 WISCONSIN AVENUE SUITE 400E BETHESDA, MD 20814</td> <td colspan="2">Phone no (301) 652-9100</td> </tr> </table>	Print/Type preparer's name	Preparer's signature	Date 2019-11-14	Check ☐ if self-employed	PTIN P00230625	Firm's name ▶ COHNREZNICK LLP			Firm's EIN ▶ 22-1478099		Firm's address ▶ 7501 WISCONSIN AVENUE SUITE 400E BETHESDA, MD 20814			Phone no (301) 652-9100	
	Print/Type preparer's name	Preparer's signature	Date 2019-11-14	Check ☐ if self-employed	PTIN P00230625											
	Firm's name ▶ COHNREZNICK LLP			Firm's EIN ▶ 22-1478099												
Firm's address ▶ 7501 WISCONSIN AVENUE SUITE 400E BETHESDA, MD 20814			Phone no (301) 652-9100													

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒**1** Briefly describe the organization's mission:

SEE SCHEDULE O

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

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

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O

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

4a (Code) (Expenses \$ including grants of \$) (Revenue \$)
See Additional Data

4b (Code) (Expenses \$ including grants of \$) (Revenue \$)
See Additional Data

4c (Code) (Expenses \$ including grants of \$) (Revenue \$)
See Additional Data

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

4e Total program service expenses ►

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1	No
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? 	2 Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I 	3	No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III 	5 Yes	
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I 	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II 	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 	8	No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV 	9	No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V 	10	No
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI 	11a Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII 	11b	No
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII 	11c	No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX 	11d	No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 	11e Yes	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X 	11f Yes	
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII 	12a	No
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional 	12b Yes	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	No
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV	14b	No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15	No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16	No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17	No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22	No

Part IV Checklist of Required Schedules (continued)

	Yes	No
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23 Yes	
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>	24a	No
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c	
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a	
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b	
26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i>	26	No
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27	No
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)		
a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a	No
b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b	No
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c Yes	
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29	No
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30	No
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31	No
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32	No
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33	No
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34 Yes	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a Yes	
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b	No
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36	
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37	No
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	38 Yes	

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V ☐

	Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a 161	
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b 0	
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c Yes	

2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return		2a	158			
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)				2b	Yes	
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?				3a	Yes	
b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O				3b	Yes	
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?				4a		No
b If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR)						
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?				5a		No
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?				5b		No
c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?				5c		
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?				6a	Yes	
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?				6b	Yes	
7 Organizations that may receive deductible contributions under section 170(c).						
a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?				7a		
b If "Yes," did the organization notify the donor of the value of the goods or services provided?				7b		
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?				7c		
d If "Yes," indicate the number of Forms 8282 filed during the year				7d		
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?				7e		
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?				7f		
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?				7g		
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?				7h		
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?						
				8		
9a Did the sponsoring organization make any taxable distributions under section 4966?				9a		
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?				9b		
10 Section 501(c)(7) organizations. Enter						
a Initiation fees and capital contributions included on Part VIII, line 12				10a		
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities				10b		
11 Section 501(c)(12) organizations. Enter						
a Gross income from members or shareholders				11a		
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)				11b		
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?						
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year				12b		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.						
a Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O				13a		
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				13b		
c Enter the amount of reserves on hand				13c		
14a Did the organization receive any payments for indoor tanning services during the tax year?				14a		No
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O				14b		
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N						
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O				16	Yes	No

Part VI

Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

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

Section A. Governing Body and Management

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

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

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

Section C. Disclosure

17 List the States with which a copy of this Form 990 is required to be filed: **DAWN**

18 Section 6104 requires an organization to make its Form 1023 (or 1024-A 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, address, and telephone number of the person who possesses the organization's books and records:
DAWN BANDA 601 PENNSYLVANIA AVENUE NW 500 WASHINGTON, DC 20004 (202) 778-3200

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 ☐

1

● 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

[illegible]

Part VII

(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)

Former
Highest compensated employee
Key employee
Officer
Institutional Trustee
Individual trustee or director

(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

1b Sub-Total			
c Total from continuation sheets to Part VII, Section A			
d Total (add lines 1b and 1c)	6,560,980	0	403,011

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 ► 13

3 Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual

4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual

5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person

Section B. Independent Contractors

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

(A)
Name and business address

(B) Description of services

(C)
Compensation

LOCUST STREET GROUP 100 M ST SE STE 600 WASHINGTON, DC 20003	ADVOCACY	2,861,919
WEB COURSEWORKS 7617 MINERAL POINT ROAD STE 301 MADISON, WI 53717	LMS SERVICES	2,395,476
NOBODY MEDIA LLC 926 N STREET REAR SUITE 3 NW WASHINGTON, DC 20001	ADVOCACY	907,724
GLOBAL STRATEGY GROUP LLC 215 PARK AVENUE SOUTH 15TH FLOOR NEW YORK, NY 10003	ADVOCACY	824,904
MARRIOTT BUSINESS SERVICES PO BOX 406474 ATLANTA, GA 30384	CONFERENCES	777,416

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 ▶ 59

Part VIII Statement of Revenue

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

Contributions, Gifts, Grants
and Other Similar Amounts

	(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
1a Federated campaigns	1a			
b Membership dues	1b			
c Fundraising events	1c			
d Related organizations	1d			
e Government grants (contributions)	1e	15,344		
f All other contributions, gifts, grants, and similar amounts not included above	1f			
g Noncash contributions included in lines 1a - 1f \$				
h Total. Add lines 1a-1f		15,344		

Program Service Revenue

	Business Code				
2a MEMBERSHIP DUES & ASSESSMENTS					
	900099	33,343,785	33,343,785		
b EDUCATIONAL PROGRAMS	900099	14,400,963	14,400,963		
c CONFERENCE SPONSORSHIP	900099	7,538,126	7,538,126		
d CONFERENCE REGISTRATION	900099	3,777,378	3,777,378		
e ENGAGEMENT PROGRAMS AND ALLIANCES	900099	1,361,918	1,361,918		
f All other program service revenue					
g Total. Add lines 2a-2f		60,422,170			

Other Revenue

3 Investment income (including dividends, interest, and other similar amounts)		462,872			462,872
4 Income from investment of tax-exempt bond proceeds					
5 Royalties		413,511		413,511	
6a Gross rents	(i) Real	(ii) Personal			
	261,867				
b Less rental expenses	0				
c Rental income or (loss)	261,867				
d Net rental income or (loss)		261,867			261,867
7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
b Less cost or other basis and sales expenses					
c Gain or (loss)					
d Net gain or (loss)					
8a Gross income from fundraising events (not including \$ of contributions reported on line 1c) See Part IV, line 18	a				
b Less direct expenses	b				
c Net income or (loss) from fundraising events					
9a Gross income from gaming activities See Part IV, line 19	a				
b Less direct expenses	b				
c Net income or (loss) from gaming activities					
10a Gross sales of inventory, less returns and allowances	a				
b Less cost of goods sold	b				
c Net income or (loss) from sales of inventory					
Miscellaneous Revenue	Business Code				
11a MISCELLANEOUS	900099	181,490	181,490		
b					
c					
d All other revenue					
e Total. Add lines 11a-11d		181,490			
12 Total revenue. See Instructions		61,757,254	60,603,660	413,511	724,739

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 ☒**Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.**

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16.				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	5,028,130			
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	18,036,521			
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	1,083,959			
9 Other employee benefits	1,719,306			
10 Payroll taxes	1,269,240			
11 Fees for services (non-employees)				
a Management	1,565,179			
b Legal	877,438			
c Accounting	226,227			
d Lobbying	7,436,258			
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees	63,975			
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	3,536,360			
12 Advertising and promotion	974,091			
13 Office expenses	1,621,989			
14 Information technology	1,014,107			
15 Royalties				
16 Occupancy	3,503,128			
17 Travel	669,159			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	4,333,145			
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	1,458,500			
23 Insurance	268,198			
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a INSURANCE EDUCATION PRO	2,981,475			
b ADVOCACY - SCHEDULE O	100,000			
c				
d				
e All other expenses	1,851,744			
25 Total functional expenses. Add lines 1 through 24e	59,618,129			
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part IX ☐

				(A) Beginning of year		(B) End of year	
Assets	1	Cash—non-interest-bearing		17,948,298	1	20,448,180	
	2	Savings and temporary cash investments			2		
	3	Pledges and grants receivable, net		80,122	3		
	4	Accounts receivable, net		479,174	4	862,378	
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L			5		
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L			6		
	7	Notes and loans receivable, net			7		
	8	Inventories for sale or use			8		
	9	Prepaid expenses and deferred charges		1,109,469	9	849,473	
	10a	Land, buildings, and equipment—cost or other basis. Complete Part VI of Schedule D.	10a	1,691,258			
	b	Less: accumulated depreciation	10b	1,387,651	400,160	10c	303,607
	11	Investments—publicly traded securities		12,788,015	11	12,127,645	
	12	Investments—other securities. See Part IV, line 11			12		
	13	Investments—program-related. See Part IV, line 11			13		
	14	Intangible assets		3,441,168	14	2,742,163	
	15	Other assets. See Part IV, line 11		248,571	15	111,358	
16	Total assets. Add lines 1 through 15 (must equal line 34)		36,494,977	16	37,444,804		
Liabilities	17	Accounts payable and accrued expenses		5,941,034	17	6,235,702	
	18	Grants payable			18		
	19	Deferred revenue		18,385,660	19	18,046,266	
	20	Tax-exempt bond liabilities			20		
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21		
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L			22		
	23	Secured mortgages and notes payable to unrelated third parties			23		
	24	Unsecured notes and loans payable to unrelated third parties			24		
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17 - 24). Complete Part X of Schedule D		7,362,329	25	6,931,641	
	26	Total liabilities. Add lines 17 through 25		31,689,023	26	31,213,609	
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here ☒ and complete lines 27 through 29, and lines 33 and 34.						
	27	Unrestricted net assets		4,805,954	27	6,231,195	
	28	Temporarily restricted net assets			28		
	29	Permanently restricted net assets			29		
	Organizations that do not follow SFAS 117 (ASC 958), check here ☐ and complete lines 30 through 34.						
	30	Capital stock or trust principal, or current funds			30		
	31	Paid-in or capital surplus, or land, building or equipment fund			31		
	32	Retained earnings, endowment, accumulated income, or other funds			32		
33	Total net assets or fund balances		4,805,954	33	6,231,195		
34	Total liabilities and net assets/fund balances		36,494,977	34	37,444,804		

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	61,757,254
2	Total expenses (must equal Part IX, column (A), line 25)	2	59,618,129
3	Revenue less expenses Subtract line 2 from line 1	3	2,139,125
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	4,805,954
5	Net unrealized gains (losses) on investments	5	-713,884
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	6,231,195

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII ☐

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

Additional Data

Software ID:

Software Version:

EIN: 36-2087641

Name: AMERICA'S HEALTH INSURANCE PLANS INC

Form 990 (2018)

Form 990, Part III, Line 4a:

SEE SCHEDULE O

Form 990, Part III, Line 4b: <u>SEE SCHEDULE O</u>
--

Form 990, Part III, Line 4c: <u>SEE SCHEDULE O</u>
--

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors										
(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
JOHN BAACKES BOARD MEMBER	1 00	X						0	0	0
JOHN BENNETT BOARD MEMBER	1 00	X						0	0	0
GARY BHOJWANI BOARD MEMBER	1 00	X						0	0	0
GAIL BOUDREAUX BOARD MEMBER	1 00	X						0	0	0
KENNETH BURDICK BOARD MEMBER	1 00	X						0	0	0
WILLIAM CAMERON BOARD MEMBER	1 00	X						0	0	0
MICHAEL CARSON BOARD MEMBER	1 00	X						0	0	0
KEVIN CONLIN BOARD MEMBER	1 00	X						0	0	0
PATRICK CONWAY BOARD MEMBER	1 00	X						0	0	0
DAVID CORDANI CHAIR ELECT	1 00	X		X				0	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors										
(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
MICHAEL CROPP BOARD MEMBER	1 00	X						0	0	0
THOMAS CROSWELL BOARD MEMBER	1 00	X						0	0	0
MICHAEL GALLAGHER BOARD MEMBER	1 00	X						0	0	0
MARK GANZ PAST CHAIR	1 00	X		X				0	0	0
PATRICK GERAGHTY BOARD MEMBER	1 00	X						0	0	0
RICK HAINES BOARD MEMBER	1 00	X						0	0	0
JD HICKEY BOARD MEMBER	1 00	X						0	0	0
DANIEL HILFERTY BOARD MEMBER	1 00	X						0	0	0
DAVID HOLMBERG BOARD MEMBER	1 00	X						0	0	0
DANIEL LOEPP BOARD MEMBER	1 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors										
(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
PETER MARINO BOARD MEMBER	1 00	X						0	0	0
PAUL MARKOVICH BOARD MEMBER	1 00	X						0	0	0
DENNIS MATHEIS BOARD MEMBER	1 00	X						0	0	0
MICHAEL NEIDORFF BOARD MEMBER	1 00	X						0	0	0
ERHARDT PREITAUER BOARD MEMBER	1 00	X						0	0	0
ROBERT REED JR BOARD MEMBER	1 00	X						0	0	0
CRAIG SAMITT BOARD MEMBER	1 00	X						0	0	0
MICHAEL SCHRADER BOARD MEMBER	1 00	X						0	0	0
RICHARD A SHINTO BOARD MEMBER	1 00	X						0	0	0
PAULA STEINER BOARD MEMBER	1 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors										
(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
TOM SWANK BOARD MEMBER	1 00	X						0	0	0
BERNARD TYSON BOARD CHAIR	1 00	X		X				0	0	0
ANDREA M WALSH BOARD MEMBER	1 00	X						0	0	0
PAT WANG BOARD MEMBER	1 00	X						0	0	0
TERESA L WHITE BOARD MEMBER	1 00	X						0	0	0
STEVEN YOUSO BOARD MEMBER	1 00	X						0	0	0
JOSEPH ZUBRETSKY BOARD MEMBER	1 00	X						0	0	0
MATTHEW EYLES PRESIDENT & CEO - INCOMING	39 00 1 00			X				908,496	0	49,222
JULIE MILLER GENERAL COUNSEL/SECRETARY	39 00 1 00			X				525,807	0	20,387
MARILYN TAVENNER PRESIDENT & CEO - OUTGOING	39 00 1 00			X				1,384,286	0	999

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors										
(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
THOMAS AMONTREE EXECUTIVE VP	40 00				X			450,303	0	29,393
DAWN BANDA CHIEF FINANCIAL OFFICER	40 00				X			348,874	0	27,916
RICHARD BANKOWITZ CHIEF MEDICAL OFFICER - OUTGOING	40 00				X			352,001	0	23,898
DAVID Q MERRITT EXECUTIVE VP	40 00				X			480,465	0	18,032
ADRIENNE MORRELL EXECUTIVE VP - OUTGOING	40 00				X			384,941	0	23,111
LEANNE GASSAWAY SENIOR VP	40 00					X		351,280	0	36,881
MARK HAMELBURG SENIOR VP	40 00					X		470,288	0	45,456
HOLLY MACMORAN VICE PRESIDENT	40 00					X		298,403	0	38,342
LISA SHREVE SENIOR VP	40 00					X		307,949	0	41,945
MICHAEL SPECTOR DEPUTY GENERAL COUNSEL	40 00					X		297,887	0	47,429

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

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

▶ **Complete if the organization is described below.** ▶ **Attach to Form 990 or Form 990-EZ.**
▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

OMB No 1545-0047

2018

Open to Public Inspection

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

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

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

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

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

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

Name of the organization AMERICA'S HEALTH INSURANCE PLANS INC	Employer identification number 36-2087641
--	---

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

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV (see instructions for definition of "political campaign activities")
- 2 Political campaign activity expenditures (see instructions) ▶ \$
- 3 Volunteer hours for political campaign activities (see instructions) ▶

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

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ☐ Yes ☐ No
- 4a Was a correction made? ☐ Yes ☐ No
- b If "Yes," describe in Part IV

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

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ▶ \$
- 3 Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b ▶ \$
- 4 Did the filing organization file **Form 1120-POL** for this year? ☐ Yes ☐ No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization's funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-
1				
2				
3				
4				
5				
6				

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

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

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

Limits on Lobbying Expenditures
(The term "expenditures" means amounts paid or incurred.)**(a)** Filing
organization's
totals**(b)** Affiliated
group totals**1a** Total lobbying expenditures to influence public opinion (grass roots lobbying)**b** Total lobbying expenditures to influence a legislative body (direct lobbying)**c** Total lobbying expenditures (add lines 1a and 1b)**d** Other exempt purpose expenditures**e** Total exempt purpose expenditures (add lines 1c and 1d)**f** Lobbying nontaxable amount Enter the amount from the following table in both columns

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
Not over \$500,000	20% of the amount on line 1e
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000
Over \$17,000,000	\$1,000,000

g Grassroots nontaxable amount (enter 25% of line 1f)**h** Subtract line 1g from line 1a If zero or less, enter -0-**i** Subtract line 1f from line 1c If zero or less, enter -0-**j** If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?☐ **Yes** ☐ **No****4-Year Averaging Period Under section 501(h)****(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)****Lobbying Expenditures During 4-Year Averaging Period**

Calendar year (or fiscal year beginning in)	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

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

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity

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

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

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

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

1	Dues, assessments and similar amounts from members	1	33,343,785
2	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a	Current year	2a	12,993,016
b	Carryover from last year	2b	-5,105,545
c	Total	2c	7,887,471
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	11,140,722
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5	Taxable amount of lobbying and political expenditures (see instructions)	5	-3,253,251

Part IV Supplemental Information

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

Return Reference	Explanation
------------------	-------------

efile GRAPHIC print - DO NOT PROCESS		As Filed Data -		DLN: 93493322000379	
SCHEDULE D (Form 990) Department of the Treasury Internal Revenue Service		Supplemental Financial Statements ▶ Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. ▶ Attach to Form 990. ▶ Go to www.irs.gov/Form990 for the latest information.			OMB No 1545-0047 2018 Open to Public Inspection
Name of the organization AMERICA'S HEALTH INSURANCE PLANS INC				Employer identification number 36-2087641	
Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.					
		(a) Donor advised funds		(b) Funds and other accounts	
1		Total number at end of year			
2		Aggregate value of contributions to (during year)			
3		Aggregate value of grants from (during year)			
4		Aggregate value at end of year			
5		Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No			
6		Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No			
Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.					
1 Purpose(s) of conservation easements held by the organization (check all that apply) ☐ Preservation of land for public use (e g , recreation or education) ☐ Preservation of an historically important land area ☐ Protection of natural habitat ☐ Preservation of a certified historic structure ☐ Preservation of open space					
2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year					
				Held at the End of the Year	
a Total number of conservation easements				2a	
b Total acreage restricted by conservation easements				2b	
c Number of conservation easements on a certified historic structure included in (a)				2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register				2d	
3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶					
4 Number of states where property subject to conservation easement is located ▶					
5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No					
6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶					
7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$					
8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No					
9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements					
Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.					
1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items					
b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items					
(i) Revenue included on Form 990, Part VIII, line 1 ▶ \$					
(ii) Assets included in Form 990, Part X ▶ \$					
2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items					
a Revenue included on Form 990, Part VIII, line 1 ▶ \$					
b Assets included in Form 990, Part X ▶ \$					
For Paperwork Reduction Act Notice, see the Instructions for Form 990.					
		Cat No 52283D		Schedule D (Form 990) 2018	

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" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a

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

☐ Yes

☐ No

b

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

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?

☐ 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" on Form 990, Part IV, line 10.

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

2

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

a

Board designated or quasi-endowment

b

Permanent endowment

c

Temporarily restricted endowment

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

3a

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

(i)

unrelated organizations

(ii)

related organizations

b

If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R?

	Yes	No
3a(i)		
3a(ii)		
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" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a	Land			
b	Buildings			
c	Leasehold improvements			
d	Equipment	1,691,258	1,387,651	303,607
e	Other			
Total.	Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c))			303,607

Schedule D (Form 990) 2018

Part VII

Investments—Other Securities. Complete if the organization answered "Yes" on Form 990, Part IV, line 11b.
See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other _____		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 12) ▶		

Part VIII

Investments—Program Related. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 13) ▶		

Part IX

Other Assets. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d See Form 990, Part X, line 15

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15) ▶	

Part X

Other Liabilities. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f.
See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
DEFERRED RENT	4,406,828
DEFERRED COMPENSATION	1,111,849
ACCRUED POSTRETIREMENT HEALTH	1,412,964
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25) ▶	6,931,641

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII

☒

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

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

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

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

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

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

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
See Additional Data Table	

Part XIII **Supplemental Information** *(continued)*

Return Reference	Explanation

Additional Data

Software ID:
Software Version:
EIN: 36-2087641
Name: AMERICA'S HEALTH INSURANCE PLANS INC

Supplemental Information

Return Reference	Explanation
PART X, LINE 2	AHIP HAS APPLIED FOR AND RECEIVED A DETERMINATION LETTER FROM THE INTERNAL REVENUE SERVICE ("IRS") TO BE TREATED AS A TAX EXEMPT ENTITY PURSUANT TO SECTION 501(C)(6) OF THE INTERNAL REVENUE CODE. AHIP IS SUBJECT TO INCOME TAXES ON REVENUE GENERATED FROM OTHER SOURCES UNRELATED TO ITS EXEMPT PURPOSE. DUE TO ITS TAX EXEMPT STATUS, AHIP IS NOT SUBJECT TO INCOME TAXES ON REVENUES THAT ARE GENERATED RELATED TO ITS EXEMPT PURPOSE. AHIP IS REQUIRED TO FILE AND DOES FILE TAX RETURNS WITH THE IRS AND OTHER TAXING AUTHORITIES. ACCORDINGLY, THESE FINANCIAL STATEMENTS REFLECT PROVISIONS FOR UNRELATED BUSINESS INCOME TAXES. UNRELATED BUSINESS INCOME, NET OF EXPENSES, WAS \$255,470 FOR THE YEAR ENDED DECEMBER 31, 2018. INCOME TAX EXPENSE FOR UNRELATED BUSINESS INCOME FOR THE YEAR ENDED DECEMBER 31, 2018 WAS \$137,887. AHIP COMPLIES WITH THE PROVISIONS OF FINANCIAL ACCOUNTING STANDARDS BOARD ("FASB") ACCOUNTING STANDARDS CODIFICATION ("ASC") 740, INCOME TAXES. THE FASB ASC REQUIRES TAX EFFECTS FROM UNCERTAIN TAX POSITIONS TO BE RECOGNIZED IN THE FINANCIAL STATEMENTS ONLY IF THE POSITION IS MORE LIKELY THAN NOT TO BE SUSTAINED IF THE POSITION WERE TO BE CHALLENGED BY A TAXING AUTHORITY. THE BENEFIT OF A TAX POSITION IS RECOGNIZED IN THE FINANCIAL STATEMENTS IN THE PERIOD DURING WHICH, BASED ON ALL AVAILABLE EVIDENCE, MANAGEMENT BELIEVES IT IS MORE LIKELY THAN NOT THAT THE POSITION WILL BE SUSTAINED UPON EXAMINATION, INCLUDING THE RESOLUTION OF APPEALS OR LITIGATION PROCESSES, IF ANY. TAX POSITIONS TAKEN ARE NOT OFFSET OR AGGREGATED WITH OTHER POSITIONS. DURING THE YEAR ENDED 2018, AHIP DID NOT IDENTIFY ANY UNCERTAIN TAX POSITIONS THAT QUALIFY FOR EITHER RECOGNITION OR DISCLOSURE IN THE FINANCIAL STATEMENTS. INCOME TAX RETURNS FILED BY AHIP ARE SUBJECT TO EXAMINATION BY THE INTERNAL REVENUE SERVICE FOR A PERIOD OF THREE YEARS. WHILE NO INCOME TAX RETURNS ARE CURRENTLY BEING EXAMINED BY THE INTERNAL REVENUE SERVICE, TAX YEARS SINCE 2015 REMAIN OPEN.

Schedule J

(Form 990)

Compensation Information

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

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.

▶ Attach to Form 990.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No 1545-0047

2018

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization

AMERICA'S HEALTH INSURANCE PLANS INC

Employer identification number

36-2087641

Part I

Questions Regarding Compensation

	Yes	No
1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. ☐ First-class or charter travel ☐ Housing allowance or residence for personal use ☐ Travel for companions ☐ Payments for business use of personal residence ☐ Tax indemnification and gross-up payments ☐ Health or social club dues or initiation fees ☐ Discretionary spending account ☐ 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.	1b	
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?	2	
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. ☒ Compensation committee ☒ Written employment contract ☒ Independent compensation consultant ☒ Compensation survey or study ☒ Form 990 of other organizations ☒ Approval by the board or compensation committee		
4 During the year, did any person listed on 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.	4a 4b 4c	No No No
Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.		
5 For persons listed on 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," on line 5a or 5b, describe in Part III.	5a 5b	
6 For persons listed on 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," on line 6a or 6b, describe in Part III.	6a 6b	
7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III.	7	
8 Were any amounts reported on 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.	8	
9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9	

For each individual whose compensation must be reported on 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.

[illegible]

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.

Additional Data

Software ID:
Software Version:
EIN: 36-2087641
Name: AMERICA'S HEALTH INSURANCE PLANS INC

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

(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 in column (B) reported as deferred on prior Form 990
		(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
MATTHEW EYLES PRESIDENT & CEO - INCOMING	(i)	808,496	100,000	0	14,608	34,614	957,718	0
	(ii)	0	0	0	0	0	0	0
JULIE MILLER GENERAL COUNSEL/SECRETARY	(i)	475,807	50,000	0	15,024	5,363	546,194	0
	(ii)	0	0	0	0	0	0	0
MARILYN TAVENNER PRESIDENT & CEO - OUTGOING	(i)	619,286	765,000	0	0	999	1,385,285	0
	(ii)	0	0	0	0	0	0	0
THOMAS AMONTREE EXECUTIVE VP	(i)	425,303	25,000	0	14,560	14,833	479,696	0
	(ii)	0	0	0	0	0	0	0
DAWN BANDA CHIEF FINANCIAL OFFICER	(i)	273,874	75,000	0	13,843	14,073	376,790	0
	(ii)	0	0	0	0	0	0	0
RICHARD BANKOWITZ CHIEF MEDICAL OFFICER - OUTGOING	(i)	337,001	15,000	0	12,231	11,667	375,899	0
	(ii)	0	0	0	0	0	0	0
DAVID Q MERRITT EXECUTIVE VP	(i)	430,465	50,000	0	15,125	2,907	498,497	0
	(ii)	0	0	0	0	0	0	0
ADRIENNE MORRELL EXECUTIVE VP - OUTGOING	(i)	334,941	50,000	0	11,879	11,232	408,052	0
	(ii)	0	0	0	0	0	0	0
LEANNE GASSAWAY SENIOR VP	(i)	331,280	20,000	0	12,375	24,506	388,161	0
	(ii)	0	0	0	0	0	0	0
MARK HAMELBURG SENIOR VP	(i)	450,288	20,000	0	14,562	30,894	515,744	0
	(ii)	0	0	0	0	0	0	0
HOLLY MACMORAN VICE PRESIDENT	(i)	298,403	0	0	13,241	25,101	336,745	0
	(ii)	0	0	0	0	0	0	0
LISA SHREVE SENIOR VP	(i)	287,949	20,000	0	14,000	27,945	349,894	0
	(ii)	0	0	0	0	0	0	0
MICHAEL SPECTOR DEPUTY GENERAL COUNSEL	(i)	277,887	20,000	0	15,006	32,423	345,316	0
	(ii)	0	0	0	0	0	0	0

Schedule L

(Form 990 or 990-EZ)

Transactions with Interested Persons

▶ Complete if the organization answered "Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.
▶ Attach to Form 990 or Form 990-EZ.
▶Go to www.irs.gov/Form990 for the latest information.

OMB No 1545-0047

2018

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization
AMERICA'S HEALTH INSURANCE PLANS INC

Employer identification number
36-2087641

Part I

Excess Benefit Transactions (section 501(c)(3), section 501(c)(4), and 501(c)(29) organizations only)
Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b

1	(a) Name of disqualified person	(b) 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

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

Part III

Grants or Assistance Benefiting Interested Persons.
Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of 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) DAVID M CORDANI	BOARD MEMBER & CHAIR-ELECT OF AHIP	1,755,637	VENDOR - HEALTH INSURANCE PROVIDER		No

Part V Supplemental Information

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

Return Reference	Explanation
------------------	-------------

SCHEDULE O (Form 990 or 990-EZ) Department of the Treasury Internal Revenue Service	Supplemental Information to Form 990 or 990-EZ Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information. ▶ Attach to Form 990 or 990-EZ. ▶ Go to www.irs.gov/Form990 for the latest information.	OMB No 1545-0047
		2018
		Open to Public Inspection
Name of the organization AMERICA'S HEALTH INSURANCE PLANS INC	Employer identification number 36-2087641	

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART I, LINE 1	THE MISSION OF AMERICA'S HEALTH INSURANCE PLANS (AHIP) AND ITS PLANS IS TO PROVIDE COVERAGE AND HEALTH-RELATED SERVICES THAT IMPROVE AND PROTECT THE HEALTH AND FINANCIAL SECURITY OF CONSUMERS, FAMILIES, BUSINESSES, COMMUNITIES, AND THE NATION

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION	AHIP IS THE NATIONAL ASSOCIATION WHOSE MEMBERS PROVIDE COVERAGE FOR HEALTH CARE AND RELATED SERVICES TO MILLIONS OF AMERICANS THROUGH EMPLOYER-SPONSORED COVERAGE, THE INDIVIDUAL INSURANCE MARKET, AND PUBLIC PROGRAMS SUCH AS MEDICARE AND MEDICAID AHIP ADVOCATES FOR PUBLIC POLICIES THAT EXPAND ACCESS TO AFFORDABLE HEALTH CARE COVERAGE TO ALL AMERICANS THROUGH A COMPETITIVE MARKETPLACE THAT FOSTERS CHOICE, QUALITY AND INNOVATION

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS	ADVOCACY THE FEDERAL AFFAIRS TEAM DIRECTS THE ASSOCIATION'S LEGISLATIVE STRATEGY, ADVOCATES THE INDUSTRY'S POSITIONS, EDUCATES POLICYMAKERS ON INDUSTRY ISSUES AND MANAGES RELATIONSHIPS ON CAPITOL HILL AND WITH THE ADMINISTRATION FEDERAL AFFAIRS ACTIVELY WORKS ON ALL SIGNIFICANT PIECES OF HEALTH CARE LEGISLATION, AS WELL AS COORDINATING THE INDUSTRY'S RESPONSE TO CONGRESSIONAL OVERSIGHT ACTIVITIES AHIP'S STATE AFFAIRS TEAM COORDINATES THE INDUSTRY'S ADVOCACY EFFORTS ON LEGISLATION AND REGULATION IN ALL 50 STATES, WORKING CLOSELY WITH MEMBER-COMPRISED STATE STRATEGY TEAMS, AS WELL AS STATE-BASED HEALTH INSURANCE PLAN TRADE ASSOCIATIONS AHIP'S STATE AFFAIRS MANAGES A NATIONAL NETWORK OF LOBBYING CONSULTANTS AND TRACKS MORE THAN 10,000 PIECES OF LEGISLATION AND REGULATIONS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS	POLICY, REGULATORY AND CLINICAL AFFAIRS AHIP'S ADVOCACY IS COMPLEMENTED BY A ROBUST POLICY, REGULATORY, CLINICAL AND LEGAL OPERATION THE POLICY & REGULATORY AFFAIRS (PRA) TEAM LEADS THE INDUSTRY'S PUBLIC POLICY STRATEGY, PROVIDES ANALYSIS OF LEGISLATION AND POLICY PROPOSALS, AND DEVELOPS POLICY PROPOSALS THE PRA OPERATION INCLUDES A TEAM OF EXPERTS DEVOTED TO SPECIFIC INSURANCE PRODUCTS AND CROSS-CUTTING ISSUES THAT AFFECT THE ENTIRE INDUSTRY THIS TEAM BRINGS A SOLUTIONS-ORIENTED APPROACH TO ITS ANALYSIS OF PRIVATE MARKET REGULATION AND FUNDING TO FOSTER CHOICE AND COMPETITION FOR CONSUMERS IT ALSO ENGAGES WITH ALL THE KEY FEDERAL AGENCIES AS WELL AS THE NAIC AND STATE INSURANCE COMMISSIONERS THE CLINICAL AFFAIRS TEAM WORKS CLOSELY WITH INDUSTRY CHIEF MEDICAL OFFICERS, CHIEF PHARMACY OFFICERS, MEDICAL DIRECTORS, AND OTHER CLINICAL STAFF TO SPEARHEAD A WIDE RANGE OF INITIATIVES RELATED TO THE INDUSTRY'S VALUE PROPOSITION, TRANSFORMATION OF THE DELIVERY SYSTEM, RECOGNITION AND ENHANCEMENT OF MEDICAL MANAGEMENT TOOLS AND IMPROVING THE OVERALL QUALITY OF HEALTH CARE AND BETTER HEALTH OUTCOMES FOR THEIR MEMBERS AFFAIRS AND RESEARCH AHIP CONDUCTS AND PUBLISHES ORIGINAL RESEARCH AND PROVIDES ANALYSIS AND COMMENTARY ON THE RESEARCH OF OTHERS THEY SEEK TO DEMONSTRATE THE VALUE PROPOSITION OF PRIVATE HEALTH INSURANCE PLANS, AND EDUCATE THE POLICY COMMUNITY AND NEWS MEDIA ABOUT KEY PROGRAMS, PRODUCTS AND MARKET SEGMENTS THAT ARE OF INTEREST TO POLICYMAKERS AHIP'S PUBLIC AFFAIRS STAFF WORKS PROACTIVELY TO SHAPE MEDIA COVERAGE AND OPINION LEADER DIALOGUE AROUND IMPORTANT HEALTH POLICY AND INDUSTRY SPECIFIC ISSUES PUBLIC AFFAIRS STAFF CONDUCTS PUBLIC OPINION RESEARCH TO MONITOR INDUSTRY ISSUES AND DEVELOP EFFECTIVE MESSAGES, WHILE ALSO UTILIZING NEW MEDIA TOOLS FOR RAPID RESPONSE AND FACT CHECKING IN ADDITION, PUBLIC AFFAIRS ENGAGES IN COALITION BUILDING WITH ORGANIZATIONS THAT ARE ALLIED WITH AHIP ON KEY ISSUES AND TOPICS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART III, LINE 4C, PROGRAM SERVICE ACCOMPLISHMENTS	CONFERENCES AND EDUCATION FOR MORE THAN 50 YEARS, AMERICA'S HEALTH INSURANCE PLANS HAS BEEN EDUCATING HEALTH CARE PROFESSIONALS FOCUSED ON CONTINUOUSLY IMPROVING OUR HEALTH CARE SYSTEM AHIP'S UNIQUE COMBINATION OF CONFERENCES, SELF STUDY COURSES, MULTIMEDIA, WHITE PAPERS, AND DESIGNATION PROGRAMS PROVIDE THE FLEXIBILITY TO MEET THE DIVERSE NEEDS OF PROFESSIONALS OF ALL LEVELS OUR EDUCATIONAL PROGRAMS FOCUS ON THE NEWEST APPROACHES, TRENDS AND EMERGING ISSUES THE CONFERENCES AND EDUCATION STAFF CONTINUOUSLY UPDATE PROGRAMS TO ENSURE THEY ARE RELEVANT AND BENEFICIAL TO THE EVOLVING HEALTH CARE SYSTEM

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	THE ORGANIZATION HAS MAJOR MEDICAL AND NON-MAJOR MEDICAL MEMBERS WITH VOTING RIGHTS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7A	THE ORGANIZATION'S MAJOR MEDICAL AND NON-MAJOR MEDICAL MEMBERS HAVE THE POWER TO ELECT DIRECTORS OF THE ORGANIZATION AND THE ORGANIZATION'S EXECUTIVE COMMITTEE HAS THE POWER TO APPOINT A DIRECTOR TO FILL A VACANCY AND MANAGE THE AFFAIRS OF THE CORPORATION AS DELEGATED BY THE BOARD

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7B	THE ORGANIZATION'S MAJOR MEDICAL AND NON-MAJOR MEDICAL MEMBERS HAVE APPROVAL RIGHTS OVER CERTAIN GOVERNANCE DECISIONS OF THE ORGANIZATION AND THE ORGANIZATION'S EXECUTIVE COMMITTEE HAS THE AUTHORITY TO MAKE DECISIONS ON THE BOARD'S BEHALF IN CERTAIN MATTERS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	THE FORM 990 IS REVIEWED BY CFO, GENERAL COUNSEL AND AHIP MANAGEMENT PRIOR TO FILING RESPONSES TO QUESTIONS AND ADDITIONAL INFORMATION ARE REVIEWED FOR APPROPRIATENESS. ADDITIONALLY, FORM 990 IS REVIEWED AND APPROVED BY CEO AND AHIP BOARD CHAIR PRIOR TO FINAL FILING WITH THE IRS.

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 12C	THE FOLLOWING IS A SUMMARY OF HOW THE ORGANIZATION MONITORS AND ENFORCES CONFLICTS OF INTEREST AS IT APPLIES TO OFFICERS AND DIRECTORS ("AHIP INDIVIDUALS") 1 MONITORING THE SECRETARY AND/OR CEO WILL BE RESPONSIBLE FOR MONITORING THE COMPLIANCE WITH AND THE EFFECTIVENESS OF THE CONFLICTS OF INTEREST POLICY FOR AHIP OFFICERS AND DIRECTORS AND SHALL PROVIDE REGULAR REPORTS TO THE ADMINISTRATIVE COMMITTEE CONCERNING THE SAME AS PART OF SUCH RESPONSIBILITIES, THE SECRETARY AND/OR THE CEO SHALL UNDERTAKE OR SUPERVISE THE UNDERTAKING OF THE FOLLOWING ACTIONS (A) ANNUALLY PREPARE THE LIST OF AHIP INDIVIDUALS WHO SHALL BE SUBJECT TO THE REPORTING REQUIREMENTS OF THE ANNUAL DISCLOSURE FORM, (B) SUPERVISE THE DISTRIBUTION, COLLECTION AND REVIEW OF FORMS, (C) PREPARE THE LISTS TO TRACK AND ORGANIZE THE INFORMATION GATHERED ON THE FORMS SUBMITTED AND TAKE OTHER NECESSARY MEASURES TO FACILITATE THE TIMELY IDENTIFICATION OF CONFLICTS AND ACCURATE REPORTING ON AHIP'S ANNUAL IRS FORM 990 INFORMATION RETURN, (D) PREPARE AN UPDATE FORM TO ALLOW FOR CHANGES OR UPDATES TO THE ANNUAL FORM TO BE RETURNED WITHIN 60 DAYS OF ANY SUCH CHANGE OR UPDATE, (E) MONITOR PROCEDURES TO ENSURE THAT ONCE A CONFLICT OF INTEREST IS IDENTIFIED, PROCEEDINGS COMPLY WITH THE PROCEDURES SET FORTH IN SECTIONS 2, 3, AND 4 BELOW, AND (F) ADDRESS ANY DEFICIENCIES OR MEASURES FOR IMPROVEMENT OF THE PROCEDURES UNDER THIS POLICY WITH THE EXECUTIVE COMMITTEE 2 RESOLUTION OF CONFLICTS BY AHIP CEO AND SECRETARY WHEN CONFLICTS OR POTENTIAL CONFLICTS ARISE, THEY SHOULD BE EVALUATED THOROUGHLY BY THE SECRETARY AND/OR CEO CONFLICTS OR POTENTIAL CONFLICTS OF INTEREST SHOULD BE RESOLVED, IF POSSIBLE, BY THE AHIP INDIVIDUAL INVOLVED AND THE SECRETARY AND/OR THE CEO RESOLUTIONS COULD INCLUDE (A) TAKING NO ACTION, (B) ASSURING FULL DISCLOSURE TO THE BOARD OF DIRECTORS ("BOARD") AND OTHER INDIVIDUALS COVERED BY THIS POLICY, (C) ASKING THE PERSON TO RECUSE HIMSELF OR HERSELF FROM PARTICIPATION IN RELATED DISCUSSIONS OR DECISIONS WITHIN AHIP, OR (D) ASKING THE PERSON TO RESIGN FROM HIS OR HER AHIP POSITION, OR IF THE PERSON REFUSES TO RESIGN, SUBJECTING HIM OR HER TO REMOVAL PROCEDURES 3 CONFLICTS WHICH CANNOT BE RESOLVED BY AHIP CEO AND SECRETARY IF ANY CONFLICT OR POTENTIAL CONFLICT CANNOT BE RESOLVED BY THE AHIP INDIVIDUAL INVOLVED AND THE SECRETARY AND THE CEO, THE MATTER SHALL BE RESOLVED BY THE EXECUTIVE COMMITTEE, WHICH SHOULD REPORT ANY SUCH CONFLICT OR POTENTIAL CONFLICT AND ITS RESOLUTION TO THE BOARD AS SOON AS PRACTICABLE THE BOARD SHALL RATIFY OR ALTER THE ACTION OF THE EXECUTIVE COMMITTEE WITH RESPECT TO ANY CONFLICT OR POTENTIAL CONFLICT 4 CONFLICTS INVOLVING AHIP CEO IF ANY CONFLICT OR POTENTIAL CONFLICT OF INTEREST INVOLVES THE CEO, THE MATTER IN THE FIRST INSTANCE SHALL BE REFERRED TO AND RESOLVED BY THE EXECUTIVE COMMITTEE, WITH REVIEW BY THE BOARD 5 COMPLIANCE IF THE BOARD HAS REASONABLE CAUSE TO BELIEVE THAT AN AHIP INDIVIDUAL HAS FAILED TO COMPLY WITH THIS POLICY, THE

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 12C	BOARD MAY COUNSEL THE AHIP INDIVIDUAL REGARDING SUCH FAILURE AND, IF THE ISSUE IS NOT RESO LVED TO THE BOARD'S SATISFACTION, MAY CONSIDER ADDITIONAL CORRECTIVE ACTION AS APPROPRIATE

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 15A	THE BOARD MAINTAINS FORMAL PROCESSES AND PROCEDURES FOR DETERMINING COMPENSATION FOR THE PRESIDENT OF THE ORGANIZATION COMPARATIVE SALARY INFORMATION IS PROVIDED TO THE CHAIRMAN OF THE BOARD, PAST CHAIRMAN OF THE BOARD, & INCOMING CHAIRMAN OF THE BOARD WHEN MAJOR CHANGES ARE MADE, THESE INDIVIDUALS HAVE DEEMED IT NECESSARY TO EMPLOY OUTSIDE COMPENSATION CONSULTANTS TO REVIEW AND MAKE RECOMMENDATIONS BASED ON THEIR FINDINGS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION'S GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND IRS FORM 990 TAX RETURN ARE AVAILABLE UPON REQUEST BY TELEPHONE OR IN WRITING THE ORGANIZATION'S AUDITED FINANCIAL STATEMENTS ARE NOT AVAILABLE TO THE PUBLIC

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART IX, LINE 24B	AHIP INCURRED EXPENSES TO ORGANIZATIONS AS PART OF ITS ADVOCACY EFFORTS ON HEALTH CARE ISSUES ASSOCIATED WITH ENSURING ACCESSIBLE, AFFORDABLE AND SUSTAINABLE HEALTH INSURANCE COVERAGE FOR ALL AMERICANS EXPENSES WERE INCURRED TO ORGANIZATIONS THAT GENERALLY ALIGNED WITH AHIP'S VIEWS ON ISSUES FACING THE HEALTH INSURANCE INDUSTRY - NAMELY, THAT POLICIES, REGULATIONS, AND LAWS MUST BUILD ON THE EMPLOYER-BASED SYSTEM, MAKE HEALTH CARE COVERAGE MORE AFFORDABLE FOR INDIVIDUALS, FAMILIES AND EMPLOYERS, RESTRUCTURE HEALTH CARE DELIVERY TO PROMOTE QUALITY, VALUE AND BETTER HEALTH OUTCOMES, AND PUT THE HEALTH CARE SYSTEM ON A PATH THAT IS FISCALLY RESPONSIBLE AND SUSTAINABLE ACTIVITIES PERFORMED BY ORGANIZATIONS TO WHICH AHIP INCURRED EXPENSES INCLUDED GRASSROOTS OUTREACH, EDUCATION AND MOBILIZATION, PRINT, ONLINE, AND BROADCAST ADVERTISING, AND COALITION BUILDING EFFORTS AHIP DID NOT CONTROL OR DIRECT ANY OF THESE ACTIVITIES AHIP HAS DISCLOSED THESE EXPENSES ON PART IX, LINE 24B - ADVOCACY, IN ORDER TO MAKE CLEAR THAT THESE EXPENSES WERE UNENCUMBERED, ACCORDINGLY AHIP IS NOT REPORTING THESE EXPENSES ON PART IX, LINE 1 AS GRANT OR OTHER ASSISTANCE, OR ON PART IX, LINE 11D AS A LOBBYING FEE

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No 1545-0047

2018

Open to Public Inspection

Name of the organization
AMERICA'S HEALTH INSURANCE PLANS INC

Employer identification number
36-2087641

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)AHIP FOUNDATION 601 PENNSYLVANIA AVE NW WASHINGTON, DC 20004 52-1910811	EDUCATION	DE	501(C)(3)	LINE 7	AHIP	Yes	
(2)AHIP PAC 601 PENNSYLVANIA AVENUE NW WASHINGTON, DC 20004 20-2004189	POLITICAL ORG	DE	527		AHIP	Yes	

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

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

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of- year assets	(h) Percentage ownership	(i) Section 512(b) (13) controlled entity?	
								Yes	No

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

1a

No

1b

No

1c

No

1d

No

1e

No

1f

No

1g

No

1h

No

1i

No

1j

No

1k

No

1l

Yes

1m

No

1n

Yes

1o

Yes

1p

No

1q

Yes

1r

No

1s

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

Schedule R (Form 990) 2018

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

[illegible]

Part VII **Supplemental Information**

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

Return Reference	Explanation