

Extended to November 15, 2019  
Return of Private Foundation

OMB No. 1545-0052

2018

Open to Public Inspection

Form 990-PF

Department of the Treasury  
Internal Revenue Service

Do not enter social security numbers on this form as it may be made public.  
Go to www.irs.gov/Form990PF for instructions and the latest information.

For calendar year 2018 or tax year beginning , and ending

Name of foundation: DEVELOPING GREAT RELATIONSHIPS, INC. F/K/A CROWN RIDGE MINISTRIES  
A Employer identification number: 42-1410912  
B Telephone number: 641-621-9500  
C If exemption application is pending, check here  
D 1. Foreign organizations, check here  
D 2. Foreign organizations meeting the 85% test, check here and attach computation  
E If private foundation status was terminated under section 507(b)(1)(A), check here  
F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here  
G Check all that apply: Initial return, Final return, Address change, Initial return of a former public charity, Amended return, Name change  
H Check type of organization: Section 501(c)(3) exempt private foundation, Section 4947(a)(1) nonexempt charitable trust, Other taxable private foundation  
I Fair market value of all assets at end of year: \$ 7,759,321.  
J Accounting method: Cash, Accrual, Other (specify)

Part I Analysis of Revenue and Expenses

	(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
1 Contributions, gifts, grants, etc., received	44.			
2 Check <input checked="" type="checkbox"/> if the foundation is not required to attach Sch B				
3 Interest on savings and temporary cash investments	2,261.	2,261.	2,261.	Statement 1
4 Dividends and interest from securities	169,580.	169,580.	169,580.	Statement 2
5a Gross rents				
b Net rental income or (loss)				
6a Net gain or (loss) from sale of assets not on line 10	180,591.			
b Gross sales price for all assets on line 6a	1,186,269.			
7 Capital gain net income (from Part IV, line 2)		180,591.		
8 Net short-term capital gain			128,916.	
9 Income modifications				
10a Gross sales less returns and allowances				
b Less Cost of goods sold				
c Gross profit (or loss)				
11 Other income	10,408.	0.	10,408.	Statement 3
12 Total. Add lines 1 through 11	362,884.	352,432.	311,165.	
13 Compensation of officers, directors, trustees, etc.	0.	0.	0.	0.
14 Other employee salaries and wages	22,179.	0.	0.	22,179.
15 Pension plans, employee benefits				
16a Legal fees Stmt 4	5,964.	0.	0.	5,964.
b Accounting fees Stmt 5	1,427.	0.	0.	1,427.
c Other professional fees Stmt 6	45,645.	45,645.	0.	0.
17 Interest				
18 Taxes Stmt 7	15,498.	3,642.	0.	11,856.
19 Depreciation and depletion	21,902.	0.	10,408.	
20 Occupancy				
21 Travel, conferences, and meetings				
22 Printing and publications				
23 Other expenses Stmt 8	231,737.	0.	0.	231,737.
24 Total operating and administrative expenses. Add lines 13 through 23	344,352.	49,287.	10,408.	273,163.
25 Contributions, gifts, grants paid	0.			0.
26 Total expenses and disbursements. Add lines 24 and 25	344,352.	49,287.	10,408.	273,163.
27 Subtract line 26 from line 12:				
a Excess of revenue over expenses and disbursements	18,532.			
b Net investment income (if negative, enter -0-)		303,145.		
c Adjusted net income (if negative, enter -0-)			300,757.	

SCANNED SEP 26 2019 Revenue

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DEVELOPING GREAT RELATIONSHIPS, INC.

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**Part II Balance Sheets**

Attached schedules and amounts in the description column should be for end-of-year amounts only

		Beginning of year		End of year	
		(a) Book Value	(b) Book Value	(c) Fair Market Value	
<b>Assets</b>	1	Cash - non-interest-bearing	47,329.	57,621.	57,621.
	2	Savings and temporary cash investments	137,848.	138,532.	138,532.
	3	Accounts receivable ▶			
		Less: allowance for doubtful accounts ▶			
	4	Pledges receivable ▶			
		Less: allowance for doubtful accounts ▶			
	5	Grants receivable			
	6	Receivables due from officers, directors, trustees, and other disqualified persons			
	7	Other notes and loans receivable ▶			
		Less: allowance for doubtful accounts ▶			
	8	Inventories for sale or use			
	9	Prepaid expenses and deferred charges			
	10a	Investments - U.S. and state government obligations			
	b	Investments - corporate stock			
	c	Investments - corporate bonds			
	11	Investments - land, buildings, and equipment basis ▶			
	Less accumulated depreciation ▶				
12	Investments - mortgage loans				
13	Investments - other Stmt 9	7,050,839.	7,062,838.	6,954,008.	
	795,211.				
14	Land, buildings, and equipment: basis ▶				
	Less accumulated depreciation Stmt 10 ▶	612,859.	606,915.	606,915.	
	188,296.				
15	Other assets (describe ▶ <u>Dividend Receivable</u> )	0.	2,245.	2,245.	
16	<b>Total assets</b> (to be completed by all filers - see the instructions. Also, see page 1, item I)	7,848,875.	7,868,151.	7,759,321.	
<b>Liabilities</b>	17	Accounts payable and accrued expenses			
	18	Grants payable			
	19	Deferred revenue			
	20	Loans from officers, directors, trustees, and other disqualified persons			
	21	Mortgages and other notes payable			
	22	Other liabilities (describe ▶ <u>Statement 11</u> )	677.	1,421.	
23	<b>Total liabilities</b> (add lines 17 through 22)	677.	1,421.		
<b>Net Assets or Fund Balances</b>	Foundations that follow SFAS 117, check here and complete lines 24 through 26, and lines 30 and 31 ▶ <input type="checkbox"/>				
	24	Unrestricted			
	25	Temporarily restricted			
	26	Permanently restricted			
	Foundations that do not follow SFAS 117, check here and complete lines 27 through 31 ▶ <input checked="" type="checkbox"/>				
	27	Capital stock, trust principal, or current funds	0.	0.	
	28	Paid-in or capital surplus, or land, bldg., and equipment fund	0.	0.	
29	Retained earnings, accumulated income, endowment, or other funds	7,848,198.	7,866,730.		
30	<b>Total net assets or fund balances</b>	7,848,198.	7,866,730.		
31	<b>Total liabilities and net assets/fund balances</b>	7,848,875.	7,868,151.		

**Part III Analysis of Changes in Net Assets or Fund Balances**

1	Total net assets or fund balances at beginning of year - Part II, column (a), line 30 (must agree with end-of-year figure reported on prior year's return)	1	7,848,198.
2	Enter amount from Part I, line 27a	2	18,532.
3	Other increases not included in line 2 (itemize) ▶	3	0.
4	Add lines 1, 2, and 3	4	7,866,730.
5	Decreases not included in line 2 (itemize) ▶	5	0.
6	<b>Total net assets or fund balances at end of year (line 4 minus line 5) - Part II, column (b), line 30</b>	6	<b>7,866,730.</b>

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**Part IV Capital Gains and Losses for Tax on Investment Income**

(a) List and describe the kind(s) of property sold (for example, real estate, 2-story brick warehouse; or common stock, 200 shs. MLC Co.)	(b) How acquired P - Purchase D - Donation	(c) Date acquired (mo., day, yr.)	(d) Date sold (mo., day, yr.)
<b>1a</b>			
<b>b</b> See Attached Statement			
<b>c</b>			
<b>d</b>			
<b>e</b>			

(e) Gross sales price	(f) Depreciation allowed (or allowable)	(g) Cost or other basis plus expense of sale	(h) Gain or (loss) ((e) plus (f) minus (g))
<b>a</b>			
<b>b</b>			
<b>c</b>			
<b>d</b>			
<b>e</b> 1,186,269.	11,800.	1,017,478.	180,591.

Complete only for assets showing gain in column (h) and owned by the foundation on 12/31/69.			(l) Gains (Col. (h) gain minus col. (k), but not less than -0-) or Losses (from col. (h))
(i) FMV as of 12/31/69	(j) Adjusted basis as of 12/31/69	(k) Excess of col. (i) over col. (j), if any	
<b>a</b>			
<b>b</b>			
<b>c</b>			
<b>d</b>			
<b>e</b>			180,591.

<b>2</b> Capital gain net income or (net capital loss)	{ If gain, also enter in Part I, line 7 If (loss), enter -0- in Part I, line 7 }	<b>2</b>	180,591.
<b>3</b> Net short-term capital gain or (loss) as defined in sections 1222(5) and (6): If gain, also enter in Part I, line 8, column (c) If (loss), enter -0- in Part I, line 8		<b>3</b>	128,916.

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

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

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

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

Yes  No

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

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

(a) Base period years Calendar year (or tax year beginning in)	(b) Adjusted qualifying distributions	(c) Net value of noncharitable-use assets	(d) Distribution ratio (col. (b) divided by col. (c))
2017	307,626.	7,380,981.	.041678
2016	228,564.	7,064,977.	.032352
2015	212,060.	6,936,459.	.030572
2014	304,551.	6,337,515.	.048055
2013	305,143.	6,055,750.	.050389

<b>2</b> Total of line 1, column (d)	<b>2</b>	.203046
<b>3</b> Average distribution ratio for the 5-year base period - divide the total on line 2 by 5.0, or by the number of years the foundation has been in existence if less than 5 years	<b>3</b>	.040609
<b>4</b> Enter the net value of noncharitable-use assets for 2018 from Part X, line 5	<b>4</b>	7,373,109.
<b>5</b> Multiply line 4 by line 3	<b>5</b>	299,415.
<b>6</b> Enter 1% of net investment income (1% of Part I, line 27b)	<b>6</b>	3,031.
<b>7</b> Add lines 5 and 6	<b>7</b>	302,446.
<b>8</b> Enter qualifying distributions from Part XII, line 4	<b>8</b>	289,121.

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

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**Part VI Excise Tax Based on Investment Income (Section 4940(a), 4940(b), 4940(e), or 4948 - see instructions)**

1a	Exempt operating foundations described in section 4940(d)(2), check here <input type="checkbox"/> and enter "N/A" on line 1. Date of ruling or determination letter: _____ (attach copy of letter if necessary-see instructions)		
b	Domestic foundations that meet the section 4940(e) requirements in Part V, check here <input type="checkbox"/> and enter 1% of Part I, line 27b	1	6,063.
c	All other domestic foundations enter 2% of line 27b. Exempt foreign organizations, enter 4% of Part I, line 12, col. (b).		
2	Tax under section 511 (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)	2	0.
3	Add lines 1 and 2	3	6,063.
4	Subtitle A (income) tax (domestic section 4947(a)(1) trusts and taxable foundations only; others, enter -0-)	4	0.
5	<b>Tax based on investment income.</b> Subtract line 4 from line 3. If zero or less, enter -0-	5	6,063.
6	Credits/Payments.		
a	2018 estimated tax payments and 2017 overpayment credited to 2018	6a	7,440.
b	Exempt foreign organizations - tax withheld at source	6b	0.
c	Tax paid with application for extension of time to file (Form 8868)	6c	3,000.
d	Backup withholding erroneously withheld	6d	0.
7	Total credits and payments. Add lines 6a through 6d	7	10,440.
8	Enter any penalty for underpayment of estimated tax. Check here <input type="checkbox"/> if Form 2220 is attached	8	0.
9	<b>Tax due.</b> If the total of lines 5 and 8 is more than line 7, enter amount owed	9	
10	<b>Overpayment.</b> If line 7 is more than the total of lines 5 and 8, enter the amount overpaid	10	4,377.
11	Enter the amount of line 10 to be: <b>Credited to 2019 estimated tax</b> <input type="checkbox"/> 4,377. <b>Refunded</b> <input type="checkbox"/>	11	0.

**Part VII-A Statements Regarding Activities**

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

N/A

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**Part VII-A Statements Regarding Activities** (continued)

	Yes	No
11 At any time during the year, did the foundation, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If "Yes," attach schedule. See instructions		X
12 Did the foundation make a distribution to a donor advised fund over which the foundation or a disqualified person had advisory privileges? If "Yes," attach statement. See instructions		X
13 Did the foundation comply with the public inspection requirements for its annual returns and exemption application? Website address ► <u>http://developinggreatrelationships.org</u>	X	
14 The books are in care of ► <u>STANLEY J. VERMEER</u> Telephone no. ► <u>641-628-2068</u> Located at ► <u>2419 DAKOTA DRIVE, PELLA, IA</u> ZIP+4 ► <u>50219</u>		
15 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-PF in lieu of Form 1041 - check here and enter the amount of tax-exempt interest received or accrued during the year	15	N/A
16 At any time during calendar year 2018, did the foundation have an interest in or a signature or other authority over a bank, securities, or other financial account in a foreign country? See the instructions for exceptions and filing requirements for FinCEN Form 114. If "Yes," enter the name of the foreign country ►		X

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

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

	Yes	No
1a During the year, did the foundation (either directly or indirectly):		
(1) Engage in the sale or exchange, or leasing of property with a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(2) Borrow money from, lend money to, or otherwise extend credit to (or accept it from) a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(3) Furnish goods, services, or facilities to (or accept them from) a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(4) Pay compensation to, or pay or reimburse the expenses of, a disqualified person?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(5) Transfer any income or assets to a disqualified person (or make any of either available for the benefit or use of a disqualified person)?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
(6) Agree to pay money or property to a government official? (Exception. Check "No" if the foundation agreed to make a grant to or to employ the official for a period after termination of government service, if terminating within 90 days.)	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b If any answer is "Yes" to 1a(1)-(6), did any of the acts fail to qualify under the exceptions described in Regulations section 53.4941(d)-3 or in a current notice regarding disaster assistance? See instructions Organizations relying on a current notice regarding disaster assistance, check here	N/A	
c Did the foundation engage in a prior year in any of the acts described in 1a, other than excepted acts, that were not corrected before the first day of the tax year beginning in 2018?		X
2 Taxes on failure to distribute income (section 4942) (does not apply for years the foundation was a private operating foundation defined in section 4942(j)(3) or 4942(j)(5)):		
a At the end of tax year 2018, did the foundation have any undistributed income (lines 6d and 6e, Part XIII) for tax year(s) beginning before 2018? If "Yes," list the years ► _____, _____, _____	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b Are there any years listed in 2a for which the foundation is not applying the provisions of section 4942(a)(2) (relating to incorrect valuation of assets) to the year's undistributed income? (If applying section 4942(a)(2) to all years listed, answer "No" and attach statement - see instructions.)	N/A	
c If the provisions of section 4942(a)(2) are being applied to any of the years listed in 2a, list the years here. ► _____, _____, _____		
3a Did the foundation hold more than a 2% direct or indirect interest in any business enterprise at any time during the year?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b If "Yes," did it have excess business holdings in 2018 as a result of (1) any purchase by the foundation or disqualified persons after May 26, 1969; (2) the lapse of the 5-year period (or longer period approved by the Commissioner under section 4943(c)(7)) to dispose of holdings acquired by gift or bequest; or (3) the lapse of the 10-, 15-, or 20-year first phase holding period? (Use Schedule C, Form 4720, to determine if the foundation had excess business holdings in 2018.)	N/A	
4a Did the foundation invest during the year any amount in a manner that would jeopardize its charitable purposes?		X
b Did the foundation make any investment in a prior year (but after December 31, 1969) that could jeopardize its charitable purpose that had not been removed from jeopardy before the first day of the tax year beginning in 2018?		X

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

		Yes	No
5a During the year, did the foundation pay or incur any amount to:			
(1) Carry on propaganda, or otherwise attempt to influence legislation (section 4945(e))?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
(2) Influence the outcome of any specific public election (see section 4955); or to carry on, directly or indirectly, any voter registration drive?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
(3) Provide a grant to an individual for travel, study, or other similar purposes?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
(4) Provide a grant to an organization other than a charitable, etc., organization described in section 4945(d)(4)(A)? See instructions	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
(5) Provide for any purpose other than religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
b If any answer is "Yes" to 5a(1)-(5), did any of the transactions fail to qualify under the exceptions described in Regulations section 53.4945 or in a current notice regarding disaster assistance? See instructions	N/A	5b	
Organizations relying on a current notice regarding disaster assistance, check here	<input type="checkbox"/>		
c If the answer is "Yes" to question 5a(4), does the foundation claim exemption from the tax because it maintained expenditure responsibility for the grant?	N/A		
If "Yes," attach the statement required by Regulations section 53.4945-5(d).	<input type="checkbox"/> Yes <input type="checkbox"/> No		
6a Did the foundation, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
b Did the foundation, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		6b	X
If "Yes" to 6b, file Form 8870.			
7a At any time during the tax year, was the foundation a party to a prohibited tax shelter transaction?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
b If "Yes," did the foundation receive any proceeds or have any net income attributable to the transaction?	N/A	7b	
8 Is the foundation 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?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		

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

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

(a) Name and address	(b) Title, and average hours per week devoted to position	(c) Compensation (If not paid, enter -0-)	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
STANLEY J. VERMEER 2419 DAKOTA DRIVE PELLA, IA 50219	PRES-TREAS 0.00	0.	0.	0.
ALMA L. VERMEER 2419 DAKOTA DRIVE PELLA, IA 50219	VICE PRESIDENT 0.00	0.	0.	0.
CHRISTINA J. VERMEER 886 SPRUCE RD LARKSPUR, CO 80118	SECRETARY 0.00	0.	0.	0.

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

(a) Name and address of each employee paid more than \$50,000	(b) Title, and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
NONE				

Total number of other employees paid over \$50,000

0

**Part VIII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors** *(continued)*

**3 Five highest-paid independent contractors for professional services. If none, enter "NONE."**

(a) Name and address of each person paid more than \$50,000	(b) Type of service	(c) Compensation
Mark Majors 1261 185th Ave, Pella, IA 50219	Seminars	60,000.

Total number of others receiving over \$50,000 for professional services ▶ **0**

**Part IX-A Summary of Direct Charitable Activities**

List the foundation's four largest direct charitable activities during the tax year. Include relevant statistical information such as the number of organizations and other beneficiaries served, conferences convened, research papers produced, etc.	Expenses
1 <u> </u>	
2 <b>See Statement 12</b>	252,596.
3 <u> </u>	
4 <u> </u>	

**Part IX-B Summary of Program-Related Investments**

Describe the two largest program-related investments made by the foundation during the tax year on lines 1 and 2.	Amount
1 <b>THE ORGANIZATION MADE BUILDING IMPROVEMENTS FOR ITS FACILITIES WHERE IT CONDUCTS SEMINARS AND CONFERENCES.</b>	15,958.
2 <u> </u>	
3 <u> </u>	
All other program-related investments. See instructions.	

**Total.** Add lines 1 through 3 ▶ **15,958.**

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

1	Fair market value of assets not used (or held for use) directly in carrying out charitable, etc., purposes:		
a	Average monthly fair market value of securities	1a	7,154,963.
b	Average of monthly cash balances	1b	330,427.
c	Fair market value of all other assets	1c	
d	<b>Total</b> (add lines 1a, b, and c)	1d	7,485,390.
e	Reduction claimed for blockage or other factors reported on lines 1a and 1c (attach detailed explanation)	1e	0.
2	Acquisition indebtedness applicable to line 1 assets	2	0.
3	Subtract line 2 from line 1d	3	7,485,390.
4	Cash deemed held for charitable activities. Enter 1 1/2% of line 3 (for greater amount, see instructions)	4	112,281.
5	<b>Net value of noncharitable-use assets</b> Subtract line 4 from line 3. Enter here and on Part V, line 4	5	7,373,109.
6	<b>Minimum investment return.</b> Enter 5% of line 5	6	368,655.

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

1	Minimum investment return from Part X, line 6	1	
2a	Tax on investment income for 2018 from Part VI, line 5	2a	
b	Income tax for 2018. (This does not include the tax from Part VI.)	2b	
c	Add lines 2a and 2b	2c	
3	Distributable amount before adjustments. Subtract line 2c from line 1	3	
4	Recoveries of amounts treated as qualifying distributions	4	
5	Add lines 3 and 4	5	
6	Deduction from distributable amount (see instructions)	6	
7	<b>Distributable amount as adjusted.</b> Subtract line 6 from line 5. Enter here and on Part XIII, line 1	7	

**Part XII** **Qualifying Distributions** (see instructions)

1	Amounts paid (including administrative expenses) to accomplish charitable, etc., purposes:		
a	Expenses, contributions, gifts, etc. - total from Part I, column (d), line 26	1a	273,163.
b	Program-related investments - total from Part IX-B	1b	15,958.
2	Amounts paid to acquire assets used (or held for use) directly in carrying out charitable, etc., purposes	2	
3	Amounts set aside for specific charitable projects that satisfy the:		
a	Suitability test (prior IRS approval required)	3a	
b	Cash distribution test (attach the required schedule)	3b	
4	<b>Qualifying distributions</b> Add lines 1a through 3b. Enter here and on Part V, line 8; and Part XIII, line 4	4	289,121.
5	Foundations that qualify under section 4940(e) for the reduced rate of tax on net investment income. Enter 1% of Part I, line 27b	5	0.
6	<b>Adjusted qualifying distributions</b> Subtract line 5 from line 4	6	289,121.

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

**Part XIII Undistributed Income** (see instructions)

N/A

	(a) Corpus	(b) Years prior to 2017	(c) 2017	(d) 2018
<b>1</b> Distributable amount for 2018 from Part XI, line 7				
<b>2</b> Undistributed income, if any, as of the end of 2018				
<b>a</b> Enter amount for 2017 only				
<b>b</b> Total for prior years:				
<b>3</b> Excess distributions carryover, if any, to 2018:				
<b>a</b> From 2013				
<b>b</b> From 2014				
<b>c</b> From 2015				
<b>d</b> From 2016				
<b>e</b> From 2017				
<b>f</b> Total of lines 3a through e				
<b>4</b> Qualifying distributions for 2018 from Part XII, line 4: ► \$				
<b>a</b> Applied to 2017, but not more than line 2a				
<b>b</b> Applied to undistributed income of prior years (Election required - see instructions)				
<b>c</b> Treated as distributions out of corpus (Election required - see instructions)				
<b>d</b> Applied to 2018 distributable amount				
<b>e</b> Remaining amount distributed out of corpus				
<b>5</b> Excess distributions carryover applied to 2018 (If an amount appears in column (d), the same amount must be shown in column (a))				
<b>6</b> Enter the net total of each column as indicated below:				
<b>a</b> Corpus Add lines 3f, 4c, and 4e Subtract line 5				
<b>b</b> Prior years' undistributed income. Subtract line 4b from line 2b				
<b>c</b> Enter the amount of prior years' undistributed income for which a notice of deficiency has been issued, or on which the section 4942(a) tax has been previously assessed				
<b>d</b> Subtract line 6c from line 6b. Taxable amount - see instructions				
<b>e</b> Undistributed income for 2017. Subtract line 4a from line 2a. Taxable amount - see instr.				
<b>f</b> Undistributed income for 2018. Subtract lines 4d and 5 from line 1. This amount must be distributed in 2019				
<b>7</b> Amounts treated as distributions out of corpus to satisfy requirements imposed by section 170(b)(1)(F) or 4942(g)(3) (Election may be required - see instructions)				
<b>8</b> Excess distributions carryover from 2013 not applied on line 5 or line 7				
<b>9</b> Excess distributions carryover to 2019 Subtract lines 7 and 8 from line 6a				
<b>10</b> Analysis of line 9:				
<b>a</b> Excess from 2014				
<b>b</b> Excess from 2015				
<b>c</b> Excess from 2016				
<b>d</b> Excess from 2017				
<b>e</b> Excess from 2018				

DEVELOPING GREAT RELATIONSHIPS, INC.

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

1 a If the foundation has received a ruling or determination letter that it is a private operating foundation, and the ruling is effective for 2018, enter the date of the ruling ▶ 07/14/10

b Check box to indicate whether the foundation is a private operating foundation described in section  4942(j)(3) or  4942(j)(5)

	Tax year		Prior 3 years		(e) Total
	(a) 2018	(b) 2017	(c) 2016	(d) 2015	
2 a Enter the lesser of the adjusted net income from Part I or the minimum investment return from Part X for each year listed	300,757.	215,174.	100,638.	148,855.	765,424.
b 85% of line 2a	255,643.	182,898.	85,542.	126,527.	650,610.
c Qualifying distributions from Part XII, line 4 for each year listed	289,121.	307,626.	228,564.	212,060.	1,037,371.
d Amounts included in line 2c not used directly for active conduct of exempt activities	0.	0.	0.	0.	0.
e Qualifying distributions made directly for active conduct of exempt activities. Subtract line 2d from line 2c	289,121.	307,626.	228,564.	212,060.	1,037,371.
3 Complete 3a, b, or c for the alternative test relied upon:					
a "Assets" alternative test - enter:					
(1) Value of all assets	1				1 x 0.
(2) Value of assets qualifying under section 4942(j)(3)(B)(i)					0.
b "Endowment" alternative test - enter 2/3 of minimum investment return shown in Part X, line 6 for each year listed	245,770.	246,033.	235,499.	231,215.	958,517.
c "Support" alternative test - enter:					
(1) Total support other than gross investment income (interest, dividends, rents, payments on securities loans (section 512(a)(5)), or royalties)					0.
(2) Support from general public and 5 or more exempt organizations as provided in section 4942(j)(3)(B)(iii)					0.
(3) Largest amount of support from an exempt organization					0.
(4) Gross investment income					0.

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

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

**None**

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

**None**

2 **Information Regarding Contribution, Grant, Gift, Loan, Scholarship, etc., Programs:**  
 Check here  if the foundation only makes contributions to preselected charitable organizations and does not accept unsolicited requests for funds. If the foundation makes gifts, grants, etc., to individuals or organizations under other conditions, complete items 2a, b, c, and d.

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

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

c Any submission deadlines:

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

**Part XV** **Supplementary Information** (continued)

<b>3 Grants and Contributions Paid During the Year or Approved for Future Payment</b>					
Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount	
Name and address (home or business)					
<b>a Paid during the year</b>					
<b>None</b>					
<b>Total</b>				<b>▶ 3a</b>	<b>0.</b>
<b>b Approved for future payment</b>					
<b>None</b>					
<b>Total</b>				<b>▶ 3b</b>	<b>0.</b>





**Part IV** Capital Gains and Losses for Tax on Investment Income

(a) List and describe the kind(s) of property sold, e.g., real estate, 2-story brick warehouse; or common stock, 200 shs. MLC Co.	(b) How acquired P - Purchase D - Donation	(c) Date acquired (mo., day, yr.)	(d) Date sold (mo., day, yr.)
1a CHARLES SCHWAB - SEE ATTACHED	P	Various	06/30/18
b FIDELITY ST - SEE ATTACHED	P	Various	06/30/18
c FIDELITY LT - SEE ATTACHED	P	Various	06/30/18
d MORGAN STANLEY ST - SEE ATTACHED	P	Various	06/30/18
e MORGAN STANLEY LT - SEE ATTACHED	P	Various	06/30/18
f VEHICLE DONATION	P	09/15/12	12/28/18
g Capital Gains Dividends			
h			
i			
j			
k			
l			
m			
n			
o			

(e) Gross sales price	(f) Depreciation allowed (or allowable)	(g) Cost or other basis plus expense of sale	(h) Gain or (loss) (e) plus (f) minus (g)
a 316,050.		301,353.	14,697.
b 14,994.		15,361.	-367.
c 326,962.		303,202.	23,760.
d 257,201.		213,884.	43,317.
e 219,387.		171,878.	47,509.
f	11,800.	11,800.	0.
g 51,675.			51,675.
h			
i			
j			
k			
l			
m			
n			
o			

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

(i) F.M.V. as of 12/31/69	(j) Adjusted basis as of 12/31/69	(k) Excess of col. (i) over col. (j), if any	(l) Losses (from col. (h)) Gains (excess of col. (h) gain over col. (k), but not less than "-0-")
a			** 14,697.
b			** -367.
c			** 23,760.
d			** 43,317.
e			** 47,509.
f			0.
g			51,675.
h			
i			
j			
k			
l			
m			
n			
o			

2 Capital gain net income or (net capital loss) { If gain, also enter in Part I, line 7 If (loss), enter "-0-" in Part I, line 7 }	2	180,591.
3 Net short-term capital gain or (loss) as defined in sections 1222(5) and (6): If gain, also enter in Part I, line 8, column (c). If (loss), enter "-0-" in Part I, line 8 }	3	128,916.

DEVELOPING GREAT RELATIONSHIPS  
SUMMARY OF INVESTMENTS  
12/31/17 & 12/31/18

Brokerage	1/1/2018 BEGINNING BALANCE		12/31/18 ENDING BALANCE			
	Date	# Shares	Amount	#Shares	Cost	FMV
<b>Securities</b>						
Charles Schwab Securities			2,194,207.51		2,202,854.66	2,128,000.89
Ronald Blue Securities			2,199,370.33		2,098,960.03	2,000,136.52
Morgan Stanley Securities			2,338,296.36		2,404,525.48	2,469,571.13
Total Securities			<u>6,731,874.20</u>		<u>6,706,340.17</u>	<u>6,597,708.54</u>
<b>Invested Cash</b>						
Charles Schwab cash			39,226.47		25,679.30	25,679.30
Ronald Blue cash			764.38		927.28	927.28
Ronald Blue money market			39,294.80		129,825.66	129,825.66
Morgan Stanley cash			42,574.25		1,232.46	1,232.46
Community First Credit Union CD			101,103.89		102,640.00	102,640.80
Total Cash			<u>222,963.79</u>		<u>260,304.70</u>	<u>260,305.50</u>
<b>Other Investments</b>						
Cash Surrender Value of Life Insurance			96,000.84		96,193.89	96,193.89
Total Investments			<u>7,050,838.83</u>		<u>7,062,838.76</u>	<u>6,954,207.93</u>

DEVELOPING GREAT RELATIONSHIPS  
MORGAN STANLEY  
12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning # Shares	Amount	#Shares	12/31/18 ENDING Cost	FMV
Cash & MM				42,574.25		1,232.46	1,232.46
<u>Stocks:</u>							
Acushnet Holdings Corp (GOLF)	26.903	9/10/2018			1369	36,830.34	28,844.83
Allstate corp (ALL)	97.828	9/10/2018			470	45,978.93	38,836.10
Alphabet Inc Cl A (Googl)	806.508	12/23/2016	80	64,520.60	73	58,875.04	76,282.08
Alphabet Inc Cl A (Googl)	939.2676	9/15/2017	6	5,635.61	6	5,635.61	6,269.76
Bunge Ltd	80.0199	6/2/2017	520	41,610.35	510	40,810.15	27,254.40
Bunge Ltd	75.4239	9/5/2017	3	226.27	3	226.27	153.35
Bunge Ltd	72.626	9/15/2017	66	4,793.32	66	4,793.32	3,373.69
Bunge Ltd	67.3419	12/4/2017	4	269.37	4	269.37	
Bunge Ltd	67.2185	12/6/2017	59	3,965.89	59	3,965.89	3,152.96
Bunge Ltd	63.047	9/10/2018			75	4,728.50	4,008.00
Bunge Ltd	75.9272	3/2/2018			3	227.78	
Bunge Ltd	70.0319	6/4/2018			4	280.13	587.84
Bunge Ltd	63.905	9/5/2018			5	319.53	748.16
Bunge Ltd	57.2046	12/3/2018			6	343.23	
Basis Adj. for Wash Sale					0	36.16	
Chevon	103	6/2/2017	578	59,534.00	0		
Chevon	111.1188	9/11/2017	6	666.71	0		
Chevon	119.8863	12/11/2017	5	599.43	0		
Chevron	115.4278	3/12/2018			0	(40.85)	

DEVELOPING GREAT RELATIONSHIPS  
MORGAN STANLEY  
12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning # Shares	Amount	#Shares	12/31/18 ENDING Cost	FMV
Basis Adj. for Wash Sale					0	40.85	
Cognizant Tech Sol	67.0772	6/2/2017	958	64,259.96	938	62,918.42	59,544.24
Cognizant Tech Sol	70.6544	12/6/2017	32	2,260.94	32	2,260.94	2,031.36
Cognizant Tech Sol	70.5961	11/30/2018			2	141.19	126.96
CVS Health Corp Com		2/20/2018			-	-	
CVS Health Corp Com	66.1064	5/3/2018			0	(46.39)	
CVS Health Corp Com	67.3928	8/1/2018			0	(13.65)	
Basis Adj. for Wash Sale					0	60.04	
Danaher Corp	86.705	6/2/2017	651	56,444.96	604.00	51,936.29	61,768.88
Danaher Corp	81.5252	7/28/2017	1	81.53	1	81.53	
Danaher Corp	90.8989	10/27/2017	1	90.90	1	90.90	
Danaher Corp	87.65	12/6/2017	10	876.50	10	876.50	1,031.20
Danaher Corp	101.2041	4/27/2018			1	101.20	206.24
Danaher Corp	103.5826	7/27/2018			1	103.58	309.36
Danaher Corp	97.6615	10/26/2018			1	97.66	
Deere & Co (DE)	148.99	9/10/2018			493	73,456.51	73,540.81
Deere & Co (DE)	136.4831	11/1/2018			2	272.97	298.34
Exelon	36.565	6/2/2017	1699	62,123.93	1601	58,540.55	71,663.90
Exelon	37.9847	9/8/2017	15	569.77	15	569.77	1,307.90

**DEVELOPING GREAT RELATIONSHIPS**  
**MORGAN STANLEY**  
**12/31/2018**

Stock	Cost per Share	Date	1/1/18 Beginning		12/31/18 ENDING		
			# Shares	Amount	#Shares	Cost	FMV
Exelon	40.7499	12/8/2017	14	570.50	14	570.50	2,480.50
Exelon	37.1258	3/9/2018			16	594.01	
Exelon	39.9387	6/8/2018			2	120.36	
Exelon	44.1596	9/10/2018			13	574.07	
Exelon	46.8663	12/10/2018			12	562.40	
First Solar	37.9943	6/2/2017	550	20,896.87	548	20,820.88	23,265.34
First Solar	48.372	9/10/2018			212	10,254.86	9,000.46
Fortinet	41.1289	12/6/2017	851	35,000.69	421	17,315.27	29,651.03
Green Dot Corp	37.635	6/2/2017	730	27,473.56	530.00	19,946.55	42,145.60
Green Dot Corp	59.9	12/6/2017	1	59.90	1	59.90	79.52
Hannon Armstrong	22.28	6/2/2017	1408	31,370.24	1408	31,370.24	26,822.40
Hannon Armstrong	22.9508	7/13/2017	21	481.97	21	481.97	
Hannon Armstrong	24.3939	10/16/2017	19	463.48	19	463.48	
Hannon Armstrong	23.279	12/6/2017	55	1,280.35	55	1,280.35	1,047.75
Hannon Armstrong	21.227	9/10/2018			157	3,332.62	2,990.85
Hannon Armstrong	22.1959	1/11/2018			22	488.31	
Hannon Armstrong	NonDivDist	1/11/2018				(495.99)	
Hannon Armstrong	19.2805	4/12/2018			26	501.29	762.00
Hannon Armstrong	NonDivDist	4/12/2018				-503.25	
Hannon Armstrong	19.7124	7/12/2018			25	492.81	1,905.00
Hannon Armstrong	NonDivDist	7/12/2018				-511.83	
Hannon Armstrong	21.1791	10/11/2018			27	571.83	
Hannon Armstrong	NonDivDist	10/11/2018				-571.89	

DEVELOPING GREAT RELATIONSHIPS  
MORGAN STANLEY  
12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning # Shares	Amount	12/31/18 ENDING #Shares	Cost	FMV
HCP Inc	31.885	6/2/2017	1568	49,995.68	1,184.00	37,751.83	33,069.12
HCP Inc	29.1778	8/22/2017	19	554.38	19	554.38	
HCP Inc	29.518	9/15/2017	153	4,516.25	153	4,516.25	4,273.29
HCP Inc	26.5973	11/21/2017	24	638.34	24	638.34	
HCP Inc	26.419	12/6/2017	555	14,662.55	555	14,662.55	15,501.15
HCP Inc	22.2104	3/2/2018			38	844.00	
HCP Inc	22.08082	5/22/2018			38	866.71	2,513.70
HCP Inc	27.3619	8/21/2018			31	848.22	2,401.98
HCP Inc	28.5523	11/20/2018			26	742.36	
Basis Adj. for Wash Sale					0	123.08	
Basis Adj. for Wash Sale					0	158.55	
Houghton Mifflin Harcourt	9.7499	12/6/2017	3590	35,002.14	0	-	
Johnson & Johnson	129.3371	6/2/2017	615	79,542.32	606	78,378.28	78,204.30
Johnson & Johnson	132.2907	9/12/2017	4	529.16	4	529.16	6,452.50
Johnson & Johnson	140.148	12/12/2017	3	420.44	3	420.44	
Johnson & Johnson	137.234	9/10/2018			50	6,861.68	
Johnson & Johnson	133.5101	3/13/2018			3	400.53	
Johnson & Johnson	123.7558	6/12/2018			4	495.02	1,419.55
Johnson & Johnson	137.837	9/11/2018			4	551.35	1,419.55
Johnson & Johnson	143.7505	12/11/2018			4	575.00	
Basis Adj. for Wash Sale					0	11.10	
Laureate Education Inc	12.1208	12/6/2017	2892	35,053.35	2479	30047.46	37,779.96

DEVELOPING GREAT RELATIONSHIPS  
MORGAN STANLEY  
12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning		Amount	12/31/18 ENDING		FMV
			# Shares	Amount		#Shares	Cost	
Lincoln Natl Corp	65.99	6/2/2017	915	60,380.85	903.00	59,588.97	46,332.93	
Lincoln Natl Corp	73.0538	8/1/2017	4	292.22	4	292.22		
Lincoln Natl Corp	76.4845	11/1/2017	3	229.45	3	229.45		
Lincoln Natl Corp	64.995	9/10/2018			210	13,648.95	10,775.10	
Lincoln Natl Corp	83.2364	2/1/2018			3	249.71		
Lincoln Natl Corp	71.5748	5/1/2018			4	286.30	564.41	
Lincoln Natl Corp	68.3628	8/1/2018			4	273.45	667.03	
Lincoln Natl Corp	60.946	11/1/2018			6	365.68		
Basis Adj. for Wash Sale					0	6.35		
Lululemon Athletica	66.5319	12/6/2017	526	34,995.78	240	15,967.65	29,186.40	
Medtronic PLC SHS (MDT)	71.82	12/23/2016	484	34,760.78	414	29,733.39	37,657.44	
Medtronic PLC SHS (MDT)	85.7164	7/26/2017	2	171.43	2	171.43		
Medtronic PLC SHS (MDT)	81.889	9/15/2017	36	2,948.00	36	2,948.00	3,274.56	
Medtronic PLC SHS (MDT)	78.6945	10/20/2017	3	236.08	3	236.08		
Medtronic PLC SHS (MDT)	81.18	12/6/2017	14	1,136.52	14	1,136.52	1,273.44	
Medtronic PLC SHS (MDT)	86.0868	1/19/2018			2	172.17		
Medtronic PLC SHS (MDT)	79.7125	4/13/2018			3	239.14	454.80	
Medtronic PLC SHS (MDT)	89.0215	7/25/2018			3	267.06	909.60	
Medtronic PLC SHS (MDT)	96.6424	10/19/2018			2	193.28		
Merck & Co	65.185	6/2/2017	639	41,653.22	496	32,331.76	37,899.36	
Merck & Co	63.1059	7/10/2017	4	252.42	4	252.42		
Merck & Co	64.4854	10/6/2017	4	257.94	4	257.94		
Merck & Co	65.88	12/6/2017	6	395.28	6	395.28	458.46	
Merck & Co	55.5972	12/6/2017	133	7,394.43	133	7,394.43	10,162.53	

**DEVELOPING GREAT RELATIONSHIPS**  
**MORGAN STANLEY**  
**12/31/2018**

Stock	1/1/18 Beginning			12/31/18 ENDING		
	Cost per Share	Date	# Shares	#Shares	Cost	FMV
Merck & Co	56.8736	1/8/2018		6	341.24	993.33
Merck & Co	55.2372	4/6/2018		6	331.42	
Merck & Co	62.071	7/9/2018		6	372.43	1,298.97
Merck & Co	70.6754	10/5/2018		4	282.70	
Basis Adj. for Wash Sale				0	16.92	
Metlife Inc	48.0987	9/13/2017	10	10	480.99	
Metlife Inc	53.5864	12/13/2017	10	10	535.86	
Metlife Inc	51.4472	6/2/2017	1197	1179	54,370.44	48,409.74
Less Basis Adj - to Brighthouse spinoff						
Metlife Inc	48.2368	9/15/2017	113	113	5,450.76	4,639.78
Metlife Inc	45.567	9/10/2018		280	12,758.68	
Metlife Inc	47.4444	3/13/2018		11	521.89	11,496.80
Metlife Inc	47.4339	6/13/2018		11	521.77	
Metlife Inc	44.937	9/13/2018		12	539.24	821.20
Metlife Inc	39.7819	12/13/2018		17	676.29	2,094.06
Nike	63.2726	1/2/2018		0	-	
Nuance Comm	18.9299	6/2/2017	2201	2101	39,771.72	27,796.23
Nuance Comm	16.2763	9/15/2017	428	428	6,966.26	5,662.44
Nuance Comm	15.075	12/6/2017	272	272	4,100.40	3,598.56
Palo Alto networks	138.5105	6/2/2017	239	151.00	20,915.09	28,440.85
Palo Alto networks	142.5008	12/6/2017	6	6	855.00	1,330.10
Pattern Energy Grp	25.1968	7/31/2017	24	24	604.72	
Pattern Energy Grp	23.1838	10/31/2017	23	23	533.23	

**DEVELOPING GREAT RELATIONSHIPS**  
**MORGAN STANLEY**  
**12/31/2018**

Stock	Cost per Share	Date	1/1/18 Beginning		Amount	12/31/18 ENDING		FMV
			# Shares	# Shares		#Shares	Cost	
Pattern Energy Grp	22.9171	6/2/2017	1276	1276	29,242.22	1276	29,242.22	23,759.12
Pattern Energy Grp	21.3973	12/6/2017	314	314	6,718.75	314	6,718.75	5,846.68
Pattern Energy Grp	19.727	9/10/2018				119	2,347.50	2,215.78
Pattern Energy Grp	20.6702	1/31/2018				33	682.12	
Pattern Energy Grp	NonDivDist	1/31/2018					-690.81	
Pattern Energy Grp	18.2681	4/30/2018				38	694.19	875.14
Pattern Energy Grp	NonDivDist	4/30/2018					-704.74	
Pattern Energy Grp	18.5922	7/31/2018				38	706.50	2,848.86
Pattern Energy Grp	NonDivDist	7/31/2018					-720.78	
Pattern Energy Grp	17.8175	10/31/2018				44	783.97	
Pattern Energy Grp	v	10/31/2018					-787.03	
Paypal Hldgs	53.305	6/2/2017	977	977	52,078.99	925	49,307.12	77,783.25
Rockwell Automation	162.6789	6/2/2017	366	366	59,540.48	-	(0.00)	
Rockwell Automation	162.9456	9/11/2017	1	1	162.95	0	-	
Rockwell Automation	192.6761	12/11/2017	1	1	192.68	0	-	
Rockwell Automation	187.081	3/12/2018				0	-	
Rockwell Automation	177.9415	6/11/2018				0	-	
Rockwell Automation	183.3269	9/10/2018				1	183.33	150.48
Basis Adj. for Wash Sale						0	7.50	
Schnitzer Steel	19.7934	6/2/2017	1188	1188	23,514.56	-	0.00	-
Schnitzer Steel	25.4	8/21/2017	12	12	304.80	-	-	-
Schnitzer Steel	28.45	11/27/2017	8	8	227.60	-	-	-
Schnitzer Steel	35	2/26/2018				-	-	-
Schnitzer Steel	30.5	5/29/2018				-	-	-
Schnitzer Steel	26.05	8/27/2018				-	-	-

DEVELOPING GREAT RELATIONSHIPS  
MORGAN STANLEY  
12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning		Amount	12/31/18 ENDING		FMV
			# Shares	Amount		#Shares	Cost	
Stryker Copr	144.2342	9/15/2017	8	1,153.87	8	1,153.87	1,254.00	
Stryker Corp	145.0272	6/2/2017	223	32,341.07	208.00	30,165.66	32,604.00	
Symantec	30.0003	6/2/2017	2052	61,560.62	2,019.00	60,570.61	38,149.00	
Symantec	32.7735	9/13/2017	5	163.87	5	163.87	22,333.89	
Symantec	27.4174	12/6/2017	493	13,516.78	493	13,516.78	9,315.24	
Symantec	28.9	12/13/2017	5	144.50	5	144.50		
Symantec	19.787	9/10/2018			1182	23,387.88		
Symantec	27.6714	3/14/2018			6	166.03		
Symantec	20.9218	6/20/2018			9	188.30	359.00	
Symantec	19.7406	9/12/2018			9	177.66	510.17	
Symantec	22.5899	12/12/2018			12	271.08		
Basis Adj. for Wash Sale					0	77.63		
Tesla	341.6552	6/2/2017	91	31,090.62	89.00	30,407.30	29,619.20	
Tesla	303.95	12/6/2017	52	15,805.40	52	15,805.40	17,305.60	
Tesla	278.304	9/10/2018			57	15,863.32	18,969.60	
The Mosaic Co	23.8172	12/6/2017	1469	34,987.47	1469	34,987.47	42,880.28	
The Mosaic Co	30.419	9/10/2018			949	28,874.33	27,749.50	
The Mosaic Co	27.56	3/15/2018			1	27.56	29.21	
The Mosaic Co	27.98	6/21/2018			1	27.98	29.21	
The Mosaic Co	31.78	9/20/2018			1	31.78	29.21	
The Mosaic Co	30.88	12/20/2018			1	30.88	29.21	

DEVELOPING GREAT RELATIONSHIPS  
MORGAN STANLEY  
12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning		Amount	12/31/18 ENDING		FMV
			# Shares	# Shares		#Shares	Cost	
Thermo Fisher Scientific (TMO)	140.856	12/23/2016	179	25,213.15	177	24,931.44	39,610.83	
Thermo Fisher Scientific (TMO)	182.4842	12/6/2017	12	2,189.81	12	2,189.81	2,685.48	
Thermo Fisher Scientific (TMO)	237.017	9/10/2018			43	10,191.75	9,622.97	
Transunion	44.0371	6/2/2017	864	38,048.05	636.00	28,007.59	36,124.80	
Transunion	41.9555	9/15/2017	89	3,734.04	89	3,734.04	5,055.20	
Voya	35.2068	6/2/2017	1142	40,206.17	1,094.00	38,516.25	43,913.16	
Voya	44.2874	12/6/2017	43	1,904.36	43	1,904.36	1,726.02	
Welltower	73.77	6/2/2017	903	66,614.31	889.00	65,583.33	61,705.49	
Welltower	71.0916	8/21/2017	11	782.01	11	782.01		
welltower	68.0396	11/20/2017	11	748.44	11	748.44		
Welltower	65.9467	12/6/2017	123	8,111.44	123	8,111.44	8,537.43	
Welltower	73.8341	12/6/2017	13	959.84	13	959.84	902.33	
Welltower	66.929	9/10/2018			8	535.43		
Welltower	55.6605	2/21/2018			16	890.57	555.28	
Welltower	NonDivDist	2/21/2018				-44.03		
Welltower	55.2083	5/23/2018			16	883.33	2,012.89	
Welltower	NonDivDist	5/23/2018				-44.68		
Welltower	67.2	8/21/2018			13	873.60	3,539.91	
Welltower	NonDivDist	8/21/2018				-44.77		
Welltower	70.9852	11/21/2018			13	922.81		
Welltower	NonDivDist	11/21/2018				-45.64		
Basis Adj. for Wash Sale					0	122.17		
					34,849.00	1,593,566.79	1,671,361.45	

DEVELOPING GREAT RELATIONSHIPS

MORGAN STANLEY

12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning		Amount	12/31/18 ENDING		FMV
			# Shares	# Shares		#Shares	Cost	
CRA Qualified Investment Instl (CRANX)	10.47	12/23/2016	64,001.16		670,092.11	63,097.08	660,619.84	649,893.42
CRA Qualified Investment Instl (CRANX)	10.65	6/2/2017	2,369.86		25,238.96	2,369.86	25,238.96	24,409.51
CRA Qualified Investment Instl (CRANX)	10.65	9/15/2017	1,275.95		13,588.90	1,275.95	13,588.90	13,142.32
CRA Qualified Investment Instl (CRANX)	10.56	12/6/2017	1,717.301		18,134.7	1,717.30	18,134.70	17,688.20
CRA Qualified Investment Instl (CRANX)	10.52	1/3/2017	143.175		1,506.2	143.18	1,506.20	
CRA Qualified Investment Instl (CRANX)	10.52	2/1/2017	133.508		1,404.5	133.51	1,404.50	
CRA Qualified Investment Instl (CRANX)	10.54	3/1/2017	134.173		1,414.18	134.17	1,414.18	
CRA Qualified Investment Instl (CRANX)	10.52	4/3/2017	140.721		1,480.38	140.72	1,480.38	
CRA Qualified Investment Instl (CRANX)	10.59	5/1/2017	137.456		1,455.66	137.46	1,455.66	
CRA Qualified Investment Instl (CRANX)	10.63	6/1/2017	137.121		1,457.6	137.12	1,457.60	
CRA Qualified Investment Instl (CRANX)	10.59	7/3/2017	144.128		1,526.32	144.13	1,526.32	
CRA Qualified Investment Instl (CRANX)	10.6	8/1/2017	146.575		1,553.7	146.58	1,553.70	
CRA Qualified Investment Instl (CRANX)	10.67	9/1/2017	144.982		1,546.96	144.98	1,546.96	
CRA Qualified Investment Instl (CRANX)	10.59	10/2/2017	169.051		1,790.25	169.05	1,790.25	
CRA Qualified Investment Instl (CRANX)	10.56	11/1/2017	149.662		1,580.43	149.66	1,580.43	
CRA Qualified Investment Instl (CRANX)	10.53	12/1/2017	154.187		1,623.59	154.19	1,623.59	
CRA Qualified Investment Instl (CRANX)	10.53	1/2/2018				150.86	1,588.57	
CRA Qualified Investment Instl (CRANX)	10.4	2/1/2018				158.87	1,652.28	
CRA Qualified Investment Instl (CRANX)	10.33	3/1/2018				152.54	1,575.71	
CRA Qualified Investment Instl (CRANX)	10.36	4/2/2018				165.25	1,711.96	
CRA Qualified Investment Instl (CRANX)	10.28	5/1/2018				161.59	1,661.19	
CRA Qualified Investment Instl (CRANX)	10.31	6/1/2018				159.19	1,641.27	
CRA Qualified Investment Instl (CRANX)	10.27	7/2/2018				164.27	1,687.02	
CRA Qualified Investment Instl (CRANX)	10.24	8/1/2018				167.27	1,712.86	
CRA Qualified Investment Instl (CRANX)	10.28	9/4/2018				165.90	1,705.44	
CRA Qualified Investment Instl (CRANX)	10.25	9/10/2018				5,303.86	54,364.59	54,629.78
CRA Qualified Investment Instl (CRANX)	10.2	10/1/2018				180.74	1,843.50	
CRA Qualified Investment Instl (CRANX)	10.12	11/1/2018				186.87	1,891.10	26,140.62

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DEVELOPING GREAT RELATIONSHIPS  
MORGAN STANLEY  
12/31/2018

Stock	Cost per Share	Date	1/1/18 Beginning # Shares	Amount	#Shares	12/31/18 ENDING Cost	FMV
CRA Qualified Investment Instl (CRANX) Basis Adj. for Wash Sale	10.17	12/3/2018			184.58	1,877.20 123.83	12,305.83
Total Mutual Fund	292.46		71,099.01	745,394.44	77,496.72	810,958.69	798,209.68
Total Stocks & Mutual Funds				2,338,296.36	112,345.72	2,404,525.48	2,469,571.13
Total Cash				42,574.25		1,232.46	1,232.46
Total				2,380,870.61	112,345.72	2,405,757.94	2,470,803.59

DEVELOPING GREAT RELATIONSHIPS  
**RONALD BLUE - FIDELITY INVESTMENTS**  
 12/31/2018

Stock	11/1/2018 beginning			12/31/18 ENDING		
	Date	# Shares	Amount	#Shares	Cost	FMV
American Beacon Sim HYld Opps Y	7/13/2016	3,427 90	32,449 12	3,427 90	32,449 12	30,919 61
non div distrib-12/31/16			(217 33)		(217 33)	
non div distrib-12/31/17			(156 92)		(156 92)	
non div distrib-12/31/18					(55 74)	
non div distrib-12/31/18	12/31/2018				(156 94)	
Misc Gain					55 76	
		3,427 90	32,074 87	3,427 90	31,917 95	30,919 61
AQR Large Cap Multi Style	12/30/2014	1,920 34	27,011 00	1,920 34	27,011 00	27,997 78
AQR Large Cap Multi Style	6/12/2015	5,123 65	72,999 31	5,123 65	72,999 31	74,679 65
AQR Large Cap Multi Style	10/14/2015	2,138 64	29,011 00	2,138 64	29,011 00	31,180 54
AQR Large Cap Multi Style	7/13/2016	580 97	8,011 00	580 97	8,011 00	8,470 35
AQR Large Cap Multi Style	1/9/2017	1,268 76	18,611 00	1,268 76	18,611 00	18,511 19
AQR Large Cap Multi Style	10/2/2017	2,772 86	47,011 00	2,772 86	47,011 00	40,456 04
AQR Large Cap Multi Style	7/3/2018			726 76	12,911 00	10,603 44
		13,805 23	202,654 31	14,531 99	215,565 31	211,898 99
Baron Real Estate Inst-adj-PY			(27 80)		-	-
Baron Real Estate Inst-adj-PY			(145 00)		-	-
Baron Real Estate Inst	8/8/2013	716 76	14,516 00		-	-
Baron Real Estate Inst	10/11/2013	152 04	3,116 00		-	-
Baron Real Estate Inst	4/17/2015	477 94	13,011 00		-	-
Baron Real Estate Inst	6/12/2015	360 44	9,631 00		-	-
Baron Real Estate Inst	10/14/2015	483 09	12,011 00	0 00	-	-
Baron Real Estate Inst	1/9/2017	375 57	9,111 00		-	-
Baron Real Estate Inst	10/2/2017	139 42	4,000 00	0 00	-	-
		2,705 25	65,223 20	0 00	-	-
Eaton Vance Global Macro Adv	5/21/2013	5,769 23	58,516 00	5,769 23	58,516 00	54,750 00
Eaton Vance Global Macro Adv	10/11/2013	1,128 53	10,816 00	1,128 53	10,816 00	10,709 72
Eaton Vance Global Macro Adv	12/30/2014	2,012 07	20,011 00	2,012 07	20,011 00	19,094 56
Eaton Vance Global Macro Adv	3/17/2014	1,791 20	18,452 39	1,791 20	18,452 39	16,998 53
Eaton Vance Global Macro Adv	1/9/2017	1,866 41	19,011 00	1,866 41	19,011 00	17,712 18

DEVELOPING GREAT RELATIONSHIPS  
**RONALD BLUE - FIDELITY INVESTMENTS**  
 12/31/2018

Stock	1/1/2018 beginning		12/31/18 ENDING		FMV	
	Date	# Shares	Amount	#Shares		Cost
Eaton Vance Global Macro Adv	7/3/2018	12,567.44	126,806.39	500.00 13,067.44	5,000.00 131,806.39	4,745.00 124,009.99
Eaton Vance Emerg & Front Countries	12/31/2014	2,757.16	26,011.00	2,757.16	26,011.00	26,027.57
Eaton Vance Emerg & Front Countries	6/12/2015	3,226.04	30,981.00	3,226.04	30,981.00	30,453.84
Eaton Vance Emerg & Front Countries	7/13/2016	400.94	3,411.00	400.94	3,411.00	3,784.90
Eaton Vance Emerg & Front Countries	1/9/2017	681.82	6,011.00	681.82	6,011.00	6,436.36
		7,065.96	66,414.00	7,065.96	66,414.00	66,702.67
ETF Series US	7/3/2018			2,729.00 2,729.00	76,352.00 76,352.00	70,485.70 70,485.70
Flexshares IBOXX 5 Yr Target Duration non div distrib 12/31/16 (24 24 adj 12/31/16)	7/15/2016	2,240.00	57,301.47 (23.98)	2,240.00	57,301.47 (23.98)	54,028.80
Flexshares IBOXX 5 Yr Target Duration	1/9/2017	421.00	10,556.28	421.00	10,556.28	10,154.52
Flexshares IBOXX 5 Yr Target Duration	7/3/2018	2,661.00	67,833.77	527.00	12,989.60	12,711.24
				3,188.00	80,823.37	76,894.56
PIMCO Inv Gr Corp Bd Trust	7/13/2016	10,024.63	105,764.87	10,024.63	105,764.87	99,344.05
PIMCO Inv Gr Corp Bd Trust	7/3/2018			4,960.32	50,011.00	49,156.74
		10,024.63	105,764.87	14,984.94	155,775.87	148,500.79
I shares Core MSCI Pacific	7/15/2016	1,772.00	86,032.45	1,772.00	86,032.45	89,698.64
I shares Core MSCI Pacific	1/9/2017	207.00	10,463.91	207.00	10,463.91	10,478.34
I shares Core MSCI Pacific	10/2/2017	495.00	28,011.70	495.00	28,011.70	25,056.90
I shares Core MSCI Pacific	7/3/2018			479.00	27,300.94	24,246.98
		2,474.00	124,508.06	2,953.00	151,809.00	149,480.86
Ishares Comex Gold Trust Ishares	6/12/2015	2,122.00	24,214.34	2,122.00	24,214.34	26,079.38
Ishares Comex Gold Trust Ishares	1/9/2017	869.00	9,907.84	869.00	9,907.84	10,680.01
Ishares Comex Gold Trust Ishares	10/2/2017	800.00	9,801.43	800.00	9,801.43	9,832.00

DEVELOPING GREAT RELATIONSHIPS  
**RONALD BLUE - FIDELITY INVESTMENTS**  
 12/31/2018

Stock	1/1/2018 beginning			12/31/18 ENDING		
	Date	# Shares	Amount	#Shares	Cost	FMV
MISC LOSS	12/31/2018	3,791.00	43,923.61	3,791.00	43,833.80	46,591.39
					(89.81)	
Ishares Core MSCI Emerging Mkts ETF	10/14/2015	1,283.00	54,942.61	1,283.00	54,942.61	60,493.45
Ishares Core MSCI Emerging Mkts ETF	1/9/2017	436.00	18,994.34	436.00	18,994.34	20,557.40
Ishares Core MSCI Emerging Mkts ETF	10/2/2017	295.00	15,974.16	295.00	15,974.16	13,909.25
		2,014.00	89,911.11	2,014.00	89,911.11	94,960.10
PIMCO Commodities PLUS Strategy Inst	2/28/2011	1,290.17	18,184.15	0.00	-	-
PIMCO Commodities PLUS Strategy Inst	10/11/2013	330.88	3,616.00	-	-	-
PIMCO Commodities PLUS Strategy Inst	6/12/2015	4,397.92	33,831.00	3,941.45	30,319.62	18,603.65
PIMCO Commodities PLUS Strategy Inst	10/14/2015	3,233.34	20,634.69	3,233.34	20,634.69	15,261.37
PIMCO Commodities PLUS Strategy Inst	1/9/2017	3,698.51	23,714.02	3,698.51	23,714.02	17,456.96
PIMCO Commodities PLUS Strategy Inst	10/2/2017	2,920.96	17,011.00	2,920.96	17,011.00	13,786.94
PIMCO Commodities PLUS Strategy Inst	7/3/2018			5,320.81	34,011.00	25,114.24
Adj Basis for Wash Sale		15,871.78	116,990.86	19,115.08	137,612.86	90,223.16
T Rowe Price ST Bond Fd	4/17/2015	20,964.36	100,011.00	-	-	-
non div distrib - 12/31/17			(28.13)			
Misc Loss			99,982.87			
Vanguard FTSE Europe ETF	7/15/2016	1,818.00	85,627.75	1,373.00	64,668.26	66,755.26
Vanguard FTSE Europe ETF	1/9/2017	570.00	27,679.17	-	-	-
		2,388.00	113,306.92	1,373.00	64,668.26	66,755.26
Vanguard Interim Govt Bond Indel	1/9/2017	1,425.00	91,505.04	1,425.00	91,505.04	90,444.75
Vanguard Interim Govt Bond Indel	10/2/2017	325.00	20,979.61	149.00	9,618.34	9,457.03
		1,750.00	112,484.65	1,574.00	101,123.38	99,901.78
Vanguard ST Inv Grd Adm	8/9/2013	4,672.90	50,016.00	4,672.90	50,016.00	48,785.04

DEVELOPING GREAT RELATIONSHIPS  
**RONALD BLUE - FIDELITY INVESTMENTS**  
**12/31/2018**

Stock	1/1/2018 beginning			12/31/18 ENDING		
	Date	# Shares	Amount	#Shares	Cost	FMV
Vident US Equity (ETF)	6/30/2014	1,407 00	37,065 44	1,407.00	37,065 44	39,288 79
Vident US Equity (ETF)	12/31/2014	1,104 00	29,967 91	1,104 00	29,967 91	30,827 88
Vident US Equity (ETF)	4/17/2015	1,882 00	51,857 16	1,147 00	31,604.76	32,028.60
Vident US Equity (ETF)	6/12/2015	642 00	17,699 06	-	0.00	-
Vident US Equity (ETF)	10/14/2015	2,611 00	66,132 94	2,611.00	66,132.94	72,909 04
Vident US Equity (ETF)	10/2/2017	2,791 00	87,733 34	2,791.00	87,733 34	77,935 33
		10,437 00	290,455.85	9,060 00	252,504 39	252,989 64
Vident Core US Bond Strat (ETF)	12/31/2014	2,209 00	109,942 26	2,209.00	109,942 26	104,686 50
Vident Core US Bond Strat (ETF)	4/17/2015	1,058 00	53,847 80	229 00	11,655 15	10,852.52
Vident Core US Bond Strat (ETF)	7/15/2016	-	-	-	-	-
Vident Core US Bond Strat (ETF)	1/9/2017	1,004 00	49,262 14	1,004 00	49,262 14	47,580 46
		4,271 00	213,052 20	3,442 00	170,859 55	163,119 48
Vident Intl Eq Fd	11/6/2013	3,714 00	92,426 44	3,714 00	92,426.44	83,565 00
Vident Intl Eq Fd	11/7/2013	-	-	-	-	-
Vident Intl Eq Fd	12/31/2014	430 00	9,945.14	430 00	9,945.14	9,675 00
Vident Intl Eq Fd	4/17/2015	2,466 00	60,535 10	2,466 00	60,535 10	55,485.00
Vident Intl Eq Fd	6/12/2015	4,365 00	104,279 24	4,365.00	104,279 24	98,212.50
Vident Intl Eq Fd	1/9/2017	488 00	10,780.88	488 00	10,780 88	10,980 00
		11,463 00	277,966.80	11,463 00	277,966 80	257,917 50
WASH SALE						
Total Stocks/Mutual Funds		132,354 44	2,199,370 33	118,453 20	2,098,960.03	2,000,136 52
Fidelity Cash Account			764 38		927 28	927 28
Fidelity Municipal Money Market			39,294 80		129,825 66	129,825.66
			2,239,429.51		2,229,712 97	2,130,889 46

DEVELOPING GREAT RELATIONSHIPS, INC.  
 CHARLES SCHWAB SECURITIES

12/31/2018

Stock	11/1/2018 BEGINNING			12/31/18 ENDING			
	Cost/Share	Date	# Shares	Cost	#Shares	Cost	FMV
Cash & MM				39,226.47		25,679.30	25,679.30
Stocks:							
Charles Schwab US REIT	40.112	12/28/2016	1,683.000	67,508.50	1,683.000	67,508.50	64,812.33
Schwab US Broad Market	54.639	12/28/2016	4,025.000	219,921.98	3,804.000	207,846.76	227,973.72
Vanguard FTSE Developed	36.409	12/28/2016	3,158.000	114,979.62	2,946.000	107,260.91	109,296.60
Vanguard GLOBAL EX US	48.8499	12/28/2016	921.000	44,990.76	921.000	44,990.76	48,269.61
Total Stocks				447,400.860	9,354.000	427,606.93	450,352.26
Mutual Funds:							
DFA Emerging Mkts Value	23.73	12/28/2016	1,731.610	41,109.37	1,479.160	35,116.07	39,715.45
DFA Two Year Gbl Fixed	9.98	9/15/2017	13,025.055	130,000.00	6,970.565	69,571.56	68,660.07
DFA Two Year Gbl Fixed	9.87	1/22/2018			2,531.920	25,000.00	24,939.41
DFA Five Year Gbl Fixed	10.84	12/28/2016	8,300.738	90,000.00	8,300.738	90,000.00	87,572.79
DFA Five Year Gbl Fixed	11.03	9/15/2017	3,172.262	35,000.00	3,172.262	35,000.00	33,467.36
DFA Five Year Gbl Fixed	10.87	12/19/2017	919.048	10,000.00	919.048	10,000.00	9,695.96
DFA Intl Small Cap Value	18.89	12/28/2016	4,277.159	80,813.49	4,277.159	80,813.49	71,214.70
DFA Intl Small Cap Value	16.39	12/20/2018			609.521	10,000.00	10,148.52
DFA Intl Small Co Port	17.13	12/28/2016	4,864.775	83,352.12	4,417.748	75,692.85	70,374.73
DFA Intl Small Co Port	17.83	11/20/2018			560.294	10,000.00	8,925.48
DFA Intl Value III Port	14.16	12/28/2016	7,451.730	105,534.84	6,647.440	94,144.11	90,272.24
DFA Intl Value III Port	14.67	11/20/2018			680.985	10,000.00	9,247.78
DFA Large Cap Value III	24.8	12/28/2016	9,885.890	245,189.68	9,344.178	231,754.15	203,983.41
DFA Large Cap Value III	21.47	12/20/2018			465.303	10,000.00	10,157.56
DFA One Year Fixed incm	10.28	12/28/2016	4,400.986	45,247.16		0.00	-

DFA US Micro Cap Port	21	12/28/2016	5,713.333	120,000.00	5,713.333	120,000.00	105,639.53
DFA US Micro Cap Port	18.14	12/20/2018			550.719	10,000.00	10,182.79
DFA US Small Cap Value	37.68	12/28/2016	3,582.272	135,000.00	3,532.033	133,106.71	105,960.99
DFA US Small Cap Value	36.5	3/10/2017	163.836	6,000.00	163.836	6,000.00	4,915.08
DFA US Small Cap Value	37.81	12/19/2017	131.977	5,000.00	-	-	-
DFA US Small Cap Value	29.600	12/20/2018			337.502	10,000.00	10,125.06
Schwab Intl Index Fund	17.01	12/28/2016	476.566	8,106.39	476.566	8,106.39	8,354.20
Schwab S & P 500 Index Fd	34.59	12/28/2016	287.291	9,937.40	287.291	9,937.40	11,006.12
Schwab S & P 500 Index Fd					-	-	-
Schwab S & P 500 Index Fd					-	-	-
Schwab Small Cap Index	28.17	12/28/2016	532.481	15,000.00	243.881	6,870.13	5,999.47
Stone Ridge Reinsurance	8.3	12/10/2018			4,816.867	40,000.00	39,690.98
Vanguard ST Infl	24.6	12/28/2016	4,064.228	100,000.00	3,724.645	91,644.59	89,428.73
Vanguard ST Infl	24.77	12/19/2017	281.792	7,000.00	-	-	-
Vanguard ST Trsy	10.62	12/28/2016	18,830.508	200,000.00	18,267.458	194,019.81	171,125.67
Vanguard ST Trsy	10.65	9/15/2017	4,223.474	45,000.00	(1,923.077)	(20,425.12)	-
Vanguard ST Trsy	10.55	12/19/2017	661.611	7,000.00	2,789.440	29,720.75	-
Vanguard ST Trsy	10.51	1/22/2018			(2,789.440)	(29,720.75)	-
Vanguard Total Bond	10.61	12/28/2016	11,923.048	126,516.19	661.611	7,000.00	6,927.07
Vanguard Total Bond	10.73	12/19/2017	557.316	6,000.00	2,852.521	30,000.00	29,865.89
Vanguard Total Bond	10.63	1/22/2018			11,923.048	126,516.19	124,595.85
Vanguard Total Bond	10.42	5/25/2018			-	-	-
Vanguard Total intl Bd	21.66	12/28/2016	4,154.201	90,000.00	491.377	5,228.57	5,134.89
Vanguard Total intl Bd	21.78	5/25/2018			8,155.470	85,000.00	85,224.66
Total Mutual Funds				1,746,806.649			1,677,648.63
Total Stocks & Mutual Funds				2,194,207.51			2,128,000.89
Total Cash				39,226.47			25,679.30
Total				2,233,433.98			25,679.30

Form 990-PF Interest on Savings and Temporary Cash Investments Statement 1

Source	(a) Revenue Per Books	(b) Net Investment Income	(c) Adjusted Net Income
CAPITAL ONE	203.	203.	203.
COMMUNITY 1ST CREDIT UNION	1,537.	1,537.	1,537.
MARION COUNTY BANK	63.	63.	63.
STATE FARM BANK	458.	458.	458.
Total to Part I, line 3	2,261.	2,261.	2,261.

Form 990-PF Dividends and Interest from Securities Statement 2

Source	Gross Amount	Capital Gains Dividends	(a) Revenue Per Books	(b) Net Invest- ment Income	(c) Adjusted Net Income
CHARLES SCHWAB	92,070.	36,600.	55,470.	55,470.	55,470.
FIDELITY	80,713.	12,686.	68,027.	68,027.	68,027.
MORGAN STANLEY	48,472.	2,389.	46,083.	46,083.	46,083.
To Part I, line 4	221,255.	51,675.	169,580.	169,580.	169,580.

Form 990-PF Other Income Statement 3

Description	(a) Revenue Per Books	(b) Net Invest- ment Income	(c) Adjusted Net Income
Gross Income from Special Fundraising Events	10,408.	0.	10,408.
Total to Form 990-PF, Part I, line 11	10,408.	0.	10,408.

Form 990-PF	Legal Fees			Statement	4
Description	(a) Expenses Per Books	(b) Net Invest- ment Income	(c) Adjusted Net Income	(d) Charitable Purposes	
LEGAL FEES	5,964.	0.	0.	5,964.	
To Fm 990-PF, Pg 1, ln 16a	5,964.	0.	0.	5,964.	

Form 990-PF	Accounting Fees			Statement	5
Description	(a) Expenses Per Books	(b) Net Invest- ment Income	(c) Adjusted Net Income	(d) Charitable Purposes	
ACCOUNTING FEES	1,427.	0.	0.	1,427.	
To Form 990-PF, Pg 1, ln 16b	1,427.	0.	0.	1,427.	

Form 990-PF	Other Professional Fees			Statement	6
Description	(a) Expenses Per Books	(b) Net Invest- ment Income	(c) Adjusted Net Income	(d) Charitable Purposes	
INVESTMENT ADVISOR FEES	45,645.	45,645.	0.	0.	
To Form 990-PF, Pg 1, ln 16c	45,645.	45,645.	0.	0.	

Form 990-PF	Taxes			Statement	7
Description	(a) Expenses Per Books	(b) Net Invest- ment Income	(c) Adjusted Net Income	(d) Charitable Purposes	
PAYROLL TAXES	1,697.	0.	0.	1,697.	
FOREIGN TAX PAID ON INVESTMENT INCOME	3,642.	3,642.	0.	0.	
EXCISE TAX	10,159.	0.	0.	10,159.	
To Form 990-PF, Pg 1, ln 18	15,498.	3,642.	0.	11,856.	

Form 990-PF	Other Expenses			Statement	8
Description	(a) Expenses Per Books	(b) Net Invest- ment Income	(c) Adjusted Net Income	(d) Charitable Purposes	
OFFICE EXPENSE	10,436.	0.	0.	10,436.	
SUPPLIES	8,248.	0.	0.	8,248.	
UTILITIES	22,636.	0.	0.	22,636.	
MAINTENANCE/REPAIRS	29,718.	0.	0.	29,718.	
INSURANCE	27,107.	0.	0.	27,107.	
TELEPHONE EXPENSE	3,985.	0.	0.	3,985.	
PROGRAM EXPENSE	3,112.	0.	0.	3,112.	
INSPECTION FEES	1,623.	0.	0.	1,623.	
CONSULTING SERVICES	118,500.	0.	0.	118,500.	
CREDIT CARD FEES	324.	0.	0.	324.	
WEBSITE	4,100.	0.	0.	4,100.	
MISCELLANEOUS	367.	0.	0.	367.	
VEHICLE EXPENSE	1,581.	0.	0.	1,581.	
To Form 990-PF, Pg 1, ln 23	231,737.	0.	0.	231,737.	

Form 990-PF	Other Investments		Statement	9
Description	Valuation Method	Book Value	Fair Market Value	
RBC-FIDELITY INVESTMENTS	COST	2,229,712.	2,130,889.	
CASH SURRENDER VALUE LIFE INSUR	COST	96,194.	96,194.	
MORGAN STANLEY	COST	2,405,758.	2,470,604.	
CHARLES SCHWAB	COST	2,228,533.	2,153,680.	
CERTIFICATE OF DEPOSIT	COST	102,641.	102,641.	
Total to Form 990-PF, Part II, line 13		7,062,838.	6,954,008.	

Form 990-PF	Depreciation of Assets Not Held for Investment		Statement	10
Description	Cost or Other Basis	Accumulated Depreciation	Book Value	
LAND	45,000.	0.	45,000.	
BUILDING	405,000.	101,253.	303,747.	
COUCH	491.	491.	0.	
LINENS	191.	191.	0.	
EQUIPMENT	166.	166.	0.	
EQUIPMENT	183.	183.	0.	

FLOOR REPLACEMENT	5,325.	1,335.	3,990.
EQUIPMENT	8,435.	8,435.	0.
MEETING ROOM RENOVATION	105.	28.	77.
CHAPEL FURNITURE	1,744.	1,744.	0.
MEETING ROOM RENOVATION	8,807.	2,128.	6,679.
CHAPEL FURNITURE	1,433.	1,433.	0.
KITCHEN REPAIRS	12,497.	3,014.	9,483.
APARTMENT RENOVATION	3,193.	772.	2,421.
MEETING ROOM RENOVATION	5,651.	1,365.	4,286.
KITCHEN REPAIRS	1,054.	252.	802.
BASEMENT ROOM RENOVATION	629.	149.	480.
MEETING ROOM RENOVATION	4,840.	1,147.	3,693.
BASEMENT ROOM RENOVATION	691.	166.	525.
MEETING ROOM EQUIPMENT	7,046.	7,046.	0.
MEETING ROOM RENOVATION	4,234.	999.	3,235.
MEETING ROOM RENOVATION	3,081.	718.	2,363.
FACILITIES EQUIPMENT	817.	817.	0.
CHAPEL FURNITURE	2,000.	2,000.	0.
ROOF	8,363.	1,641.	6,722.
LAPTOP	3,276.	3,276.	0.
AIR CONDITIONER	10,832.	2,062.	8,770.
FLOOR REPLACEMENT	8,030.	1,511.	6,519.
COUCH & CONFERENCE TABLE & CHAIRS	2,896.	2,896.	0.
ROOF REPLACEMENT	16,726.	3,003.	13,723.
HVAC UNIT	2,277.	402.	1,875.
ELLIPTICAL MACHINE	1,699.	1,680.	19.
LAPTOP & PRINTER	1,123.	1,123.	0.
FLOORING-DWNSTRS BATH & HALL	2,914.	506.	2,408.
HVAC UNIT	1,386.	240.	1,146.
LANDSCAPE IMPROVEMENTS	2,105.	934.	1,171.
LANDSCAPE IMPROVEMENTS	1,778.	773.	1,005.
EXTERIOR PAINTING	3,570.	590.	2,980.
ICE MACHINE	1,714.	1,572.	142.
LANDSCAPE IMPROVEMENTS	1,735.	744.	991.
EXTERIOR PAINTING	6,180.	1,001.	5,179.
WINDOWS	2,273.	367.	1,906.
EXTERIOR PAINTING	2,309.	369.	1,940.
EXTERIOR PAINTING	17,965.	2,804.	15,161.
PATIO ROOF	9,500.	1,484.	8,016.
2 HVAC UNITS	2,724.	414.	2,310.
1 HVAC UNIT	1,433.	213.	1,220.
8 TV'S, CAMERA	1,912.	1,912.	0.
SUNROOM DECK	3,196.	451.	2,745.
BOILER	7,225.	1,018.	6,207.
SIGNS & LIGHTS	1,640.	231.	1,409.
PAINTING	2,301.	320.	1,981.
SUN ROOM SKYLIGHTS	13,111.	1,792.	11,319.
FIREPROOF FILE CABINET	1,429.	1,429.	0.
PAINTING	4,759.	641.	4,118.
ROOF	20,000.	2,437.	17,563.
IMPROVEMENTS	4,350.	513.	3,837.
IMPROVEMENTS	10,000.	1,174.	8,826.
IMPROVEMENTS	11,073.	1,278.	9,795.

ROOFING	17,875.	1,985.	15,890.
FENCE	1,750.	439.	1,311.
AIR CONDITIONER	2,582.	220.	2,362.
BOLTON & HAY KITCHEN EQUIP	3,852.	1,788.	2,064.
WINDOWS	1,237.	83.	1,154.
SUMP PUMP	530.	274.	256.
BACK FREEZER	1,003.	402.	601.
ALARM	2,806.	1,169.	1,637.
WINDOWS	2,371.	132.	2,239.
ALARM	3,000.	1,150.	1,850.
DISPOSAL & SINK	598.	200.	398.
FLOORS	1,953.	67.	1,886.
WALL UNIT	1,710.	62.	1,648.
ROOF	13,588.	406.	13,182.
FURNACE ROOM	7,981.	222.	7,759.
ROOF	15,958.	1,064.	14,894.
<b>Total To Fm 990-PF, Part II, ln 14</b>	<b>795,211.</b>	<b>188,296.</b>	<b>606,915.</b>

Form 990-PF	Other Liabilities	Statement 11
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Description	BOY Amount	EOY Amount
TRUST FUND TAX LIABILITY	570.	1,155.
SALES TAX PAYABLE	107.	266.
<b>Total to Form 990-PF, Part II, line 22</b>	<b>677.</b>	<b>1,421.</b>

Form 990-PF	Summary of Direct Charitable Activities	Statement 12
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Activity One

THE ORGANIZATION DEVELOPED, COORDINATED, AND CONDUCTED 22 EDUCATIONAL CONFERENCES AND SEMINARS FOR 209 INDIVIDUALS FOCUSED ON DEVELOPING AND IMPROVING INTERPERSONAL RELATIONSHIPS.

	<b>Expenses</b>
To Form 990-PF, Part IX-A, line 1	<b>252,596.</b>

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Asset No	Description	Date Acquired	Method	Life	C o n v	Line No	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction In Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
76	ROOF	01/03/18	SL	15.00		16	15,958.				15,958.		1,064.	1,064.	
1	LAND	03/31/09	L				45,000.				45,000.		0.		
	* 990-PF Pg 1 Total -						60,958.				60,958.	0.	1,064.	1,064.	
2	BUILDING	03/31/09	SL	39.00	MM16		405,000.				405,000.	90,868.	10,385.	101,253.	
	* 990-PF Pg 1 Total -						405,000.				405,000.	90,868.	10,385.	101,253.	
7	FLOOR REPLACEMENT	04/15/09	SL	39.00	MM16		5,325.				5,325.	1,198.	137.	1,335.	
9	MEETING ROOM RENOVATION	06/30/09	SL	39.00	MM16		105.				105.	25.	3.	28.	
11	MEETING ROOM RENOVATION	07/31/09	SL	39.00	MM16		8,807.				8,807.	1,902.	226.	2,128.	
13	KITCHEN REPAIRS	07/31/09	SL	39.00	MM16		12,497.				12,497.	2,694.	320.	3,014.	
14	APARTMENT RENOVATION	07/31/09	SL	39.00	MM16		3,193.				3,193.	690.	82.	772.	
15	MEETING ROOM RENOVATION	07/31/09	SL	39.00	MM16		5,651.				5,651.	1,220.	145.	1,365.	
16	KITCHEN REPAIRS	08/31/09	SL	39.00	MM16		1,054.				1,054.	225.	27.	252.	
17	BASEMENT ROOM RENOVATION	08/31/09	SL	39.00	MM16		629.				629.	133.	16.	149.	
18	MEETING ROOM RENOVATION	09/30/09	SL	39.00	MM16		4,840.				4,840.	1,023.	124.	1,147.	
19	BASEMENT ROOM RENOVATION	09/30/09	SL	39.00	MM16		691.				691.	148.	18.	166.	
21	MEETING ROOM RENOVATION	10/31/09	SL	39.00	MM16		4,234.				4,234.	890.	109.	999.	
22	MEETING ROOM RENOVATION	11/30/09	SL	39.00	MM16		3,081.				3,081.	639.	79.	718.	
25	ROOF	05/15/11	SL	39.00	MM16		8,363.				8,363.	1,427.	214.	1,641.	

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Asset No	Description	Date Acquired	Method	Life	C o n v	Line No	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction In Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
27	AIR CONDITIONER	08/15/11	SL	39.00	MM	16	10,832.				10,832.	1,784.		278.	2,062.
28	FLOOR REPLACEMENT	09/15/11	SL	39.00	MM	16	8,030.				8,030.	1,305.		206.	1,511.
30	ROOF REPLACEMENT	01/15/11	SL	39.00	MM	16	16,726.				16,726.	2,574.		429.	3,003.
31	HVAC UNIT	02/15/12	SL	39.00	MM	16	2,277.				2,277.	344.		58.	402.
34	FLOORING-DWNSTRS BATH & HALL	04/15/12	SL	39.00	MM	16	2,914.				2,914.	431.		75.	506.
35	HVAC UNIT	05/15/12	SL	39.00	MM	16	1,386.				1,386.	204.		36.	240.
36	LANDSCAPE IMPROVEMENTS	05/15/12	SL	15.00		16	2,105.				2,105.	794.		140.	934.
37	LANDSCAPE IMPROVEMENTS	07/15/12	SL	15.00		16	1,778.				1,778.	654.		119.	773.
38	EXTERIOR PAINTING	08/15/12	SL	39.00	MM	16	3,570.				3,570.	498.		92.	590.
40	LANDSCAPE IMPROVEMENTS	08/15/12	SL	15.00		16	1,735.				1,735.	628.		116.	744.
41	EXTERIOR PAINTING	09/15/12	SL	39.00	MM	16	6,180.				6,180.	843.		158.	1,001.
42	WINDOWS	09/15/12	SL	39.00	MM	16	2,273.				2,273.	309.		58.	367.
44	EXTERIOR PAINTING	10/15/12	SL	39.00	MM	16	2,309.				2,309.	310.		59.	369.
45	EXTERIOR PAINTING	12/15/12	SL	39.00	MM	16	17,965.				17,965.	2,343.		461.	2,804.
46	PATIO ROOF	12/15/12	SL	39.00	MM	16	9,500.				9,500.	1,240.		244.	1,484.
47	2 HVAC UNITS	02/15/13	SL	39.00	MM	16	2,724.				2,724.	344.		70.	414.
48	1 HVAC UNIT	04/15/13	SL	39.00	MM	16	1,433.				1,433.	176.		37.	213.
50	SUNROOM DECK	07/15/13	SL	39.00	MM	16	3,196.				3,196.	369.		82.	451.

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(D) - Asset disposed

\* ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone

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Asset No	Description	Date Acquired	Method	Life	C o n v	Line No	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction In Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
51	BOILER	07/15/13	SL	39.00	MM	16	7,225.				7,225.	833.		185.	1,018.
52	SIGNS & LIGHTS	07/15/13	SL	39.00	MM	16	1,640.				1,640.	189.		42.	231.
53	PAINTING	08/15/13	SL	39.00	MM	16	2,301.				2,301.	261.		59.	320.
54	SUN ROOM SKYLIGHTS	09/15/13	SL	39.00	MM	16	13,111.				13,111.	1,456.		336.	1,792.
56	PAINTING	10/15/13	SL	39.00	MM	16	4,759.				4,759.	519.		122.	641.
57	ROOF	04/15/14	SL	39.00	MM	16	20,000.				20,000.	1,924.		513.	2,437.
58	IMPROVEMENTS	06/15/14	SL	39.00	MM	16	4,350.				4,350.	401.		112.	513.
59	IMPROVEMENTS	06/15/14	SL	39.00	MM	16	10,000.				10,000.	918.		256.	1,174.
60	IMPROVEMENTS	07/15/14	SL	39.00	MM	16	11,073.				11,073.	994.		284.	1,278.
61	ROOFING	09/15/14	SL	39.00	MM	16	17,875.				17,875.	1,527.		458.	1,985.
62	FENCE	04/01/15	SL	15.00		16	1,750.				1,750.	322.		117.	439.
63	AIR CONDITIONER	08/25/15	SL	39.00	MM	16	2,582.				2,582.	154.		66.	220.
65	WINDOWS	06/06/16	SL	39.00	MM	16	1,237.				1,237.	51.		32.	83.
69	WINDOWS	11/15/16	SL	39.00	MM	16	2,371.				2,371.	71.		61.	132.
70	ALARM	02/14/17	SL	5.00		16	3,000.				3,000.	550.		600.	1,150.
71	DISPOSAL & SINK	04/21/17	SL	5.00		16	598.				598.	80.		120.	200.
72	FLOORS	09/08/17	SL	39.00	MM	16	1,953.				1,953.	17.		50.	67.
73	WALL UNIT	08/04/17	SL	39.00	MM	16	1,710.				1,710.	18.		44.	62.

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(D) - Asset disposed

\* ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone

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Asset No	Description	Date Acquired	Method	Life	Conv	Line No	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction In Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
74	ROOF	10/19/17	SL	39.00	MM	16	13,588.				13,588.	58.		348.	406.
75	FURNACE ROOM	12/07/17	SL	39.00	MM	16	7,981.				7,981.	17.		205.	222.
	* 990-PF Pg 1 Total						284,507.				284,507.	37,724.		8,228.	45,952.
3	COUCH	04/08/09	SL	5.00		16	491.				491.	491.		0.	491.
4	LINENS	04/08/09	SL	5.00		16	191.				191.	191.		0.	191.
5	EQUIPMENT	04/09/09	SL	7.00		16	166.				166.	166.		0.	166.
6	EQUIPMENT	04/15/09	SL	7.00		16	183.				183.	183.		0.	183.
8	EQUIPMENT	04/15/09	SL	7.00		16	8,435.				8,435.	8,435.		0.	8,435.
10	CHAPEL FURNITURE	06/30/09	SL	5.00		16	1,744.				1,744.	1,744.		0.	1,744.
12	CHAPEL FURNITURE	07/31/09	SL	5.00		16	1,433.				1,433.	1,433.		0.	1,433.
20	MEETING ROOM EQUIPMENT	10/31/09	SL	7.00		16	7,046.				7,046.	7,046.		0.	7,046.
23	FACILITIES EQUIPMENT	11/30/09	SL	7.00		16	817.				817.	817.		0.	817.
24	CHAPEL FURNITURE	04/15/10	SL	5.00		16	2,000.				2,000.	2,000.		0.	2,000.
26	LAPTOP	03/15/11	SL	5.00		16	3,276.				3,276.	3,276.		0.	3,276.
29	COUCH & CONFERENCE TABLE & CHAIRS	07/15/11	SL	5.00		16	2,896.				2,896.	2,896.		0.	2,896.
32	ELLIPTICAL MACHINE	02/15/12	SL	7.00		16	1,699.				1,699.	1,437.		243.	1,680.
33	LAPTOP & PRINTER	02/15/12	SL	5.00		16	1,123.				1,123.	1,123.		0.	1,123.
39	ICE MACHINE	08/15/12	SL	7.00		16	1,714.				1,714.	1,327.		245.	1,572.

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(D) Asset disposed

\* ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone

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Asset No	Description	Date Acquired	Method	Life	C o n v	Line No	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction in Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
49	8 TV'S, CAMERA	05/15/13	SL	5.00		16	1,912.				1,912.	1,783.		129.	1,912.
55	FIREPROOF FILE CABINET	09/15/13	SL	5.00		16	1,429.				1,429.	1,239.		190.	1,429.
64	BOLTON & HAY KITCHEN EQUIP	10/12/15	SL	7.00		16	3,852.				3,852.	1,238.		550.	1,788.
66	SUMP PUMP	06/06/16	SL	5.00		16	530.				530.	168.		106.	274.
67	BACK FREEZER	12/26/16	SL	5.00		16	1,003.				1,003.	201.		201.	402.
68	ALARM	12/15/16	SL	5.00		16	2,806.				2,806.	608.		561.	1,169.
	* 990-PF Pg 1 Total -						44,746.				44,746.	37,802.		2,225.	40,027.
43	(D)VEHICLE	09/15/12	SL	5.00		16	11,800.				11,800.	11,800.		0.	11,800.
	* 990-PF Pg 1 Total -						11,800.				11,800.	11,800.		0.	11,800.
	* Grand Total 990-PF Pg 1 Depr						807,011.				807,011.	178,194.		21,902.	200,096.
	Current Year Activity														
	Beginning balance						791,053.			0.	791,053.	178,194.			199,032.
	Acquisitions						15,958.			0.	15,958.	0.			1,064.
	Dispositions						11,800.			0.	11,800.	11,800.			11,800.
	Ending balance						795,211.			0.	795,211.	166,394.			188,296.
	Ending accum depr less dispositions											188,296.			
	Ending book value										606,915.				

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(D) - Asset disposed

\* ITC, Salvage, Bonus, Commercial Revitalization Deduction, GO Zone