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Form 990

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

2019

Open to Public Inspection

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

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

Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

A For the 2019 calendar year, or tax year beginning 01-01-2019 , and ending 12-31-2019

B Check if applicable:  
☐ Address change  
☐ Name change  
☐ Initial return  
☐ Final return/terminated  
☐ Amended return  
☐ Application pending

C Name of organization  
THE FARMERS EDUCATIONAL AND COOPERATIVE UNION OF AMERICA  
Doing business as  
NATIONAL FARMERS UNION  
Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
20 F STREET NW NO 300  
City or town, state or province, country, and ZIP or foreign postal code  
WASHINGTON, DC 20001

D Employer identification number  
84-0200555

E Telephone number  
(202) 554-1600

F Name and address of principal officer:  
ROB LAREW  
20 F STREET NW NO 300  
WASHINGTON, DC 20001

G Gross receipts \$ 4,360,220

H(a) Is this a group return for subordinates?  
☐ Yes ☒ No  
H(b) Are all subordinates included?  
☐ Yes ☐ No  
If "No," attach a list. (see instructions)  
H(c) Group exemption number ▶

I Tax-exempt status: ☐ 501(c)(3) ☒ 501(c) ( 5 ) ◀(insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW.NFU.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 1902

M State of legal domicile: TX

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:  
PROTECT & ENHANCE THE ECONOMIC WELL-BEING & QUALITY OF LIFE FOR FAMILY FARMERS AND RANCHERS.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a) . . . . . 3 23

4 Number of independent voting members of the governing body (Part VI, line 1b) . . . . . 4 21

5 Total number of individuals employed in calendar year 2019 (Part V, line 2a) . . . . . 5 23

6 Total number of volunteers (estimate if necessary) . . . . . 6 40

7a Total unrelated business revenue from Part VIII, column (C), line 12 . . . . . 7a 0

7b Net unrelated business taxable income from Form 990-T, line 39 . . . . . 7b 0

Revenue

8 Contributions and grants (Part VIII, line 1h) . . . . . 780,439 663,465

9 Program service revenue (Part VIII, line 2g) . . . . . 1,800,492 1,839,572

10 Investment income (Part VIII, column (A), lines 3, 4, and 7d ) . . . . . 798,631 408,745

11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . . . . 1,011,123 1,027,535

12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) . . . . . 4,390,685 3,939,317

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3 ) . . . . . 180,075 0

14 Benefits paid to or for members (Part IX, column (A), line 4) . . . . . 0 0

15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) . . . . . 2,051,391 1,918,180

16a Professional fundraising fees (Part IX, column (A), line 11e) . . . . . 0 0

16b Total fundraising expenses (Part IX, column (D), line 25) ▶0

17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e) . . . . . 1,802,094 1,844,340

18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25) . . . . . 4,033,560 3,762,520

19 Revenue less expenses. Subtract line 18 from line 12 . . . . . 357,125 176,797

Net Assets or Fund Balances

20 Total assets (Part X, line 16) . . . . . 20,650,622 22,549,956

21 Total liabilities (Part X, line 26) . . . . . 1,269,383 1,346,088

22 Net assets or fund balances. Subtract line 21 from line 20 . . . . . 19,381,239 21,203,868

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  
ROB LAREW PRESIDENT  
Type or print name and title

2020-07-09  
Date

Paid Preparer Use Only

Print/Type preparer's name Preparer's signature Date

Check ☐ if self-employed PTIN P00288314

Firm's name ▶ GELMAN ROSENBERG & FREEDMAN Firm's EIN ▶ 52-1392008

Firm's address ▶ 4550 MONTGOMERY AVE SUITE 800N Phone no. (301) 951-9090  
BETHESDA, MD 208142930

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

For Paperwork Reduction Act Notice, see the separate instructions. Cat. No. 11282Y Form 990 (2019)

**Part III Statement of Program Service Accomplishments**

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

**1** Briefly describe the organization's mission:

TO ADVOCATE FOR THE ECONOMIC AND SOCIAL WELL-BEING, AND QUALITY OF LIFE OF FAMILY FARMERS, RANCHERS, FISHERMEN AND CONSUMERS AND THEIR COMMUNITIES THROUGH EDUCATION, COOPERATION AND LEGISLATION. THE NATIONAL FARMERS UNION ADVOCATES SUSTAINABLE PRODUCTION OF FOOD, FIBER, FEED AND FUEL.

**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 \$ )

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

**Part IV Checklist of Required Schedules** (continued)

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

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

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

**Part V** **Statements Regarding Other IRS Filings and Tax Compliance** (continued)

|                                                                                                                                                                                                                                                                |            |     |    |  |  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-----|----|--|--|
| <b>2a</b> Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return . . . . .                                                              | <b>2a</b>  | 23  |    |  |  |
| <b>b</b> If at least one is reported on line 2a, did the organization file all required federal employment tax returns?<br><b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)                    | <b>2b</b>  | Yes |    |  |  |
| <b>3a</b> Did the organization have unrelated business gross income of \$1,000 or more during the year? . . . . .                                                                                                                                              | <b>3a</b>  |     | No |  |  |
| <b>b</b> If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O . . . . .                                                                                                                                 | <b>3b</b>  |     |    |  |  |
| <b>4a</b> At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? . . . . . | <b>4a</b>  |     | No |  |  |
| <b>b</b> If "Yes," enter the name of the foreign country: ▶ _____<br>See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).                                                                       |            |     |    |  |  |
| <b>5a</b> Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? . . . . .                                                                                                                                      | <b>5a</b>  |     | No |  |  |
| <b>b</b> Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?                                                                                                                                      | <b>5b</b>  |     | No |  |  |
| <b>c</b> If "Yes," to line 5a or 5b, did the organization file Form 8886-T? . . . . .                                                                                                                                                                          | <b>5c</b>  |     |    |  |  |
| <b>6a</b> Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? . . . . .                                    | <b>6a</b>  |     | No |  |  |
| <b>b</b> If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? . . . . .                                                                                               | <b>6b</b>  |     |    |  |  |
| <b>7 Organizations that may receive deductible contributions under section 170(c).</b>                                                                                                                                                                         |            |     |    |  |  |
| <b>a</b> Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? . . . . .                                                                                             | <b>7a</b>  |     |    |  |  |
| <b>b</b> If "Yes," did the organization notify the donor of the value of the goods or services provided? . . . . .                                                                                                                                             | <b>7b</b>  |     |    |  |  |
| <b>c</b> Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? . . . . .                                                                                                        | <b>7c</b>  |     |    |  |  |
| <b>d</b> If "Yes," indicate the number of Forms 8282 filed during the year . . . . .                                                                                                                                                                           | <b>7d</b>  |     |    |  |  |
| <b>e</b> Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?                                                                                                                                       | <b>7e</b>  |     |    |  |  |
| <b>f</b> Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? . . . . .                                                                                                                                | <b>7f</b>  |     |    |  |  |
| <b>g</b> If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? . . . . .                                                                                                            | <b>7g</b>  |     |    |  |  |
| <b>h</b> If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? . . . . .                                                                                                          | <b>7h</b>  |     |    |  |  |
| <b>8 Sponsoring organizations maintaining donor advised funds.</b> Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year? . . . . .                                                     | <b>8</b>   |     |    |  |  |
| <b>9 Sponsoring organizations maintaining donor advised funds.</b>                                                                                                                                                                                             |            |     |    |  |  |
| <b>a</b> Did the sponsoring organization make any taxable distributions under section 4966? . . . . .                                                                                                                                                          | <b>9a</b>  |     |    |  |  |
| <b>b</b> Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? . . . . .                                                                                                                                           | <b>9b</b>  |     |    |  |  |
| <b>10 Section 501(c)(7) organizations.</b> Enter:                                                                                                                                                                                                              |            |     |    |  |  |
| <b>a</b> Initiation fees and capital contributions included on Part VIII, line 12 . . . . .                                                                                                                                                                    | <b>10a</b> |     |    |  |  |
| <b>b</b> Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities                                                                                                                                                           | <b>10b</b> |     |    |  |  |
| <b>11 Section 501(c)(12) organizations.</b> Enter:                                                                                                                                                                                                             |            |     |    |  |  |
| <b>a</b> Gross income from members or shareholders . . . . .                                                                                                                                                                                                   | <b>11a</b> |     |    |  |  |
| <b>b</b> Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.) . . . . .                                                                                                                | <b>11b</b> |     |    |  |  |
| <b>12a Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?                                                                                                                                          | <b>12a</b> |     |    |  |  |
| <b>b</b> If "Yes," enter the amount of tax-exempt interest received or accrued during the year.                                                                                                                                                                | <b>12b</b> |     |    |  |  |
| <b>13 Section 501(c)(29) qualified nonprofit health insurance issuers.</b>                                                                                                                                                                                     |            |     |    |  |  |
| <b>a</b> Is the organization licensed to issue qualified health plans in more than one state? . . . . .<br><b>Note.</b> See the instructions for additional information the organization must report on Schedule O.                                            | <b>13a</b> |     |    |  |  |
| <b>b</b> Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans . . . . .                                                                                   | <b>13b</b> |     |    |  |  |
| <b>c</b> Enter the amount of reserves on hand . . . . .                                                                                                                                                                                                        | <b>13c</b> |     |    |  |  |
| <b>14a</b> Did the organization receive any payments for indoor tanning services during the tax year? . . . . .                                                                                                                                                | <b>14a</b> |     | No |  |  |
| <b>b</b> If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O . . . . .                                                                                                                                   | <b>14b</b> |     |    |  |  |
| <b>15</b> 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? . . . . .<br>If "Yes," see instructions and file Form 4720, Schedule N.                   | <b>15</b>  |     | No |  |  |
| <b>16</b> Is the organization an educational institution subject to the section 4968 excise tax on net investment income? . . . . .<br>If "Yes," complete Form 4720, Schedule O.                                                                               | <b>16</b>  |     | 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 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|-----|----|
| <b>1a</b> Enter the number of voting members of the governing body at the end of the tax year                                                                                                                                | <b>1a</b> 23 |     |    |
| If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.            |              |     |    |
| <b>b</b> Enter the number of voting members included in line 1a, above, who are independent                                                                                                                                  | <b>1b</b> 21 |     |    |
| <b>2</b> Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?                                               | <b>2</b>     |     | No |
| <b>3</b> Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? | <b>3</b>     |     | No |
| <b>4</b> Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?                                                                                                    | <b>4</b>     |     | No |
| <b>5</b> Did the organization become aware during the year of a significant diversion of the organization's assets?                                                                                                          | <b>5</b>     |     | No |
| <b>6</b> Did the organization have members or stockholders?                                                                                                                                                                  | <b>6</b>     | Yes |    |
| <b>7a</b> Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?                                                                 | <b>7a</b>    | Yes |    |
| <b>b</b> Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?                                                           | <b>7b</b>    | Yes |    |
| <b>8</b> Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:                                                                                   |              |     |    |
| <b>a</b> The governing body?                                                                                                                                                                                                 | <b>8a</b>    | Yes |    |
| <b>b</b> Each committee with authority to act on behalf of the governing body?                                                                                                                                               | <b>8b</b>    | Yes |    |
| <b>9</b> Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O        | <b>9</b>     |     | No |

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

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

**Section C. Disclosure**

**17** List the states with which a copy of this Form 990 is required to be filed▶

**18** Section 6104 requires an organization to make its Form 1023 (or 1024-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:  
▶MARTHA VAN DALE 20 F STREET NW SUITE 300 WASHINGTON, DC 20001 (202) 554-1600

## 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 ☐

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

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

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

[illegible]

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

| (A)<br>Name and title                                          | (B)<br>Average hours per week (list any hours for related organizations below dotted line) | (C)<br>Position (do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|----------------------------------------------------------------|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                                                                |                                                                                            | Individual trustee or director                                                                            | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |                                                                      |                                                                           |                                                                                               |
| See Additional Data Table                                      |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
|                                                                |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| <b>1b Sub-Total</b>                                            |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| <b>c Total from continuation sheets to Part VII, Section A</b> |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| <b>d Total (add lines 1b and 1c)</b>                           |                                                                                            |                                                                                                           |                       |         |              |                              |        | 1,181,349                                                            | 0                                                                         | 97,678                                                                                        |

**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 ► **5**

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

**Section B. Independent Contractors**

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

| (A)<br>Name and business address                                    | (B)<br>Description of services   | (C)<br>Compensation |
|---------------------------------------------------------------------|----------------------------------|---------------------|
| ARDENT STRATEGIES<br>2743 N WAKEFIELD STREET<br>ARLINGTON, VA 22207 | GOVERNMENT AFFAIRS<br>CONSULTING | 158,974             |
|                                                                     |                                  |                     |
|                                                                     |                                  |                     |
|                                                                     |                                  |                     |
|                                                                     |                                  |                     |

**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 ► **1**



|                                                                                                                  |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
|------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|---------------------------------------------|----------------------------------|-------------------------------------------------------------|----------|----------|
| Form 990 (2019)                                                                                                  |                                                                                                                                       | Page 9                                                   |                                             |                                  |                                                             |          |          |
| Part VIII                                                                                                        |                                                                                                                                       | Statement of Revenue                                     |                                             |                                  |                                                             |          |          |
| Check if Schedule O contains a response or note to any line in this Part VIII . . . . . <input type="checkbox"/> |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  |                                                                                                                                       | (A)                                                      | (B)                                         | (C)                              | (D)                                                         |          |          |
|                                                                                                                  |                                                                                                                                       | Total revenue                                            | Related or<br>exempt<br>function<br>revenue | Unrelated<br>business<br>revenue | Revenue<br>excluded from<br>tax under sections<br>512 - 514 |          |          |
| Contributions, Gifts, Grants<br>and Other Similar Amounts                                                        | 1a Federated campaigns . . . . .                                                                                                      | 1a                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | b Membership dues . . . . .                                                                                                           | 1b                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | c Fundraising events . . . . .                                                                                                        | 1c                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | d Related organizations . . . . .                                                                                                     | 1d                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | e Government grants (contributions) . . . . .                                                                                         | 1e                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | f All other contributions, gifts, grants,<br>and similar amounts not included<br>above . . . . .                                      | 1f                                                       | 663,465                                     |                                  |                                                             |          |          |
|                                                                                                                  | g Noncash contributions included in<br>lines 1a - 1f: \$ . . . . .                                                                    | 1g                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | h Total. Add lines 1a-1f . . . . . ▶                                                                                                  | 663,465                                                  |                                             |                                  |                                                             |          |          |
| Program Service Revenue                                                                                          | Business Code                                                                                                                         |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | 2a MEMBERSHIP DUES . . . . .                                                                                                          | 900099                                                   | 1,785,540                                   | 1,785,540                        |                                                             |          |          |
|                                                                                                                  | b CONVENTION . . . . .                                                                                                                | 900099                                                   | 49,300                                      | 49,300                           |                                                             |          |          |
|                                                                                                                  | c NEWSLETTER SUBSCRIPTIONS . . . . .                                                                                                  | 900099                                                   | 4,732                                       | 4,732                            |                                                             |          |          |
|                                                                                                                  | d . . . . .                                                                                                                           |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | e . . . . .                                                                                                                           |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | f All other program service revenue . . . . .                                                                                         |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | g Total. Add lines 2a-2f. . . . . ▶                                                                                                   | 1,839,572                                                |                                             |                                  |                                                             |          |          |
| Other Revenue                                                                                                    | 3 Investment income (including dividends, interest, and other<br>similar amounts) . . . . . ▶                                         |                                                          | 522,952                                     |                                  | 522,952                                                     |          |          |
|                                                                                                                  | 4 Income from investment of tax-exempt bond proceeds . . . . . ▶                                                                      |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | 5 Royalties . . . . . ▶                                                                                                               |                                                          | 923,985                                     |                                  | 923,985                                                     |          |          |
|                                                                                                                  | 6a Gross rents . . . . .                                                                                                              | (i) Real                                                 | (ii) Personal                               | 103,550                          |                                                             | 103,550  |          |
|                                                                                                                  |                                                                                                                                       | 6a                                                       | 103,550                                     |                                  |                                                             |          |          |
|                                                                                                                  |                                                                                                                                       | b Less: rental expenses . . . . .                        | 6b                                          |                                  |                                                             |          | 0        |
|                                                                                                                  |                                                                                                                                       | c Rental income or (loss) . . . . .                      | 6c                                          |                                  |                                                             |          | 103,550  |
|                                                                                                                  | d Net rental income or (loss) . . . . . ▶                                                                                             |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | 7a Gross amount from sales of<br>assets other than inventory . . . . .                                                                | (i) Securities                                           | (ii) Other                                  | -114,207                         |                                                             | -114,207 |          |
|                                                                                                                  |                                                                                                                                       | 7a                                                       | 306,696                                     |                                  |                                                             |          |          |
|                                                                                                                  |                                                                                                                                       | b Less: cost or other basis and sales expenses . . . . . | 7b                                          |                                  |                                                             |          | 420,903  |
|                                                                                                                  |                                                                                                                                       | c Gain or (loss) . . . . .                               | 7c                                          |                                  |                                                             |          | -114,207 |
|                                                                                                                  | d Net gain or (loss) . . . . . ▶                                                                                                      |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | 8a Gross income from fundraising events<br>(not including \$ of contributions reported on line 1c).<br>See Part IV, line 18 . . . . . | 8a                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  |                                                                                                                                       | 8b                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | b Less: direct expenses . . . . .                                                                                                     |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | c Net income or (loss) from fundraising events . . . . . ▶                                                                            |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | 9a Gross income from gaming activities.<br>See Part IV, line 19 . . . . .                                                             | 9a                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  |                                                                                                                                       | 9b                                                       |                                             |                                  |                                                             |          |          |
|                                                                                                                  | b Less: direct expenses . . . . .                                                                                                     |                                                          |                                             |                                  |                                                             |          |          |
| c Net income or (loss) from gaming activities . . . . . ▶                                                        |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| 10a Gross sales of inventory, less<br>returns and allowances . . . . .                                           | 10a                                                                                                                                   |                                                          |                                             |                                  |                                                             |          |          |
|                                                                                                                  | 10b                                                                                                                                   |                                                          |                                             |                                  |                                                             |          |          |
| b Less: cost of goods sold . . . . .                                                                             |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| c Net income or (loss) from sales of inventory . . . . . ▶                                                       |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| Miscellaneous Revenue                                                                                            |                                                                                                                                       | Business Code                                            |                                             |                                  |                                                             |          |          |
| 11a                                                                                                              |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| b                                                                                                                |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| c                                                                                                                |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| d All other revenue . . . . .                                                                                    |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| e Total. Add lines 11a-11d . . . . . ▶                                                                           |                                                                                                                                       |                                                          |                                             |                                  |                                                             |          |          |
| 12 Total revenue. See instructions . . . . . ▶                                                                   |                                                                                                                                       | 3,939,317                                                | 1,839,572                                   | 0                                | 1,436,280                                                   |          |          |

Form 990 (2019)

**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)<br>Total expenses | (B)<br>Program service<br>expenses | (C)<br>Management and<br>general expenses | (D)<br>Fundraising<br>expenses |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|------------------------------------|-------------------------------------------|--------------------------------|
| <b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 . . . . .                                                                                                                              |                       |                                    |                                           |                                |
| <b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22 . . . . .                                                                                                                                                         |                       |                                    |                                           |                                |
| <b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16. . . . .                                                                                                   |                       |                                    |                                           |                                |
| <b>4</b> Benefits paid to or for members . . . . .                                                                                                                                                                                                   |                       |                                    |                                           |                                |
| <b>5</b> Compensation of current officers, directors, trustees, and key employees . . . . .                                                                                                                                                          | 1,081,383             |                                    |                                           |                                |
| <b>6</b> Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) . . . . .                                                                                     |                       |                                    |                                           |                                |
| <b>7</b> Other salaries and wages . . . . .                                                                                                                                                                                                          | 598,781               |                                    |                                           |                                |
| <b>8</b> Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions) . . . . .                                                                                                                               | 35,721                |                                    |                                           |                                |
| <b>9</b> Other employee benefits . . . . .                                                                                                                                                                                                           | 86,094                |                                    |                                           |                                |
| <b>10</b> Payroll taxes . . . . .                                                                                                                                                                                                                    | 116,201               |                                    |                                           |                                |
| <b>11</b> Fees for services (non-employees):                                                                                                                                                                                                         |                       |                                    |                                           |                                |
| <b>a</b> Management . . . . .                                                                                                                                                                                                                        |                       |                                    |                                           |                                |
| <b>b</b> Legal . . . . .                                                                                                                                                                                                                             | 12,469                |                                    |                                           |                                |
| <b>c</b> Accounting . . . . .                                                                                                                                                                                                                        | 41,527                |                                    |                                           |                                |
| <b>d</b> Lobbying . . . . .                                                                                                                                                                                                                          |                       |                                    |                                           |                                |
| <b>e</b> Professional fundraising services. See Part IV, line 17                                                                                                                                                                                     |                       |                                    |                                           |                                |
| <b>f</b> Investment management fees . . . . .                                                                                                                                                                                                        | 61,760                |                                    |                                           |                                |
| <b>g</b> Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)                                                                                                                                  | 215,935               |                                    |                                           |                                |
| <b>12</b> Advertising and promotion . . . . .                                                                                                                                                                                                        | 52,498                |                                    |                                           |                                |
| <b>13</b> Office expenses . . . . .                                                                                                                                                                                                                  | 134,105               |                                    |                                           |                                |
| <b>14</b> Information technology . . . . .                                                                                                                                                                                                           | 13,358                |                                    |                                           |                                |
| <b>15</b> Royalties . . . . .                                                                                                                                                                                                                        |                       |                                    |                                           |                                |
| <b>16</b> Occupancy . . . . .                                                                                                                                                                                                                        | 285,406               |                                    |                                           |                                |
| <b>17</b> Travel . . . . .                                                                                                                                                                                                                           | 412,218               |                                    |                                           |                                |
| <b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . .                                                                                                                                   |                       |                                    |                                           |                                |
| <b>19</b> Conferences, conventions, and meetings . . . . .                                                                                                                                                                                           | 223,643               |                                    |                                           |                                |
| <b>20</b> Interest . . . . .                                                                                                                                                                                                                         |                       |                                    |                                           |                                |
| <b>21</b> Payments to affiliates . . . . .                                                                                                                                                                                                           |                       |                                    |                                           |                                |
| <b>22</b> Depreciation, depletion, and amortization . . . . .                                                                                                                                                                                        | 31,024                |                                    |                                           |                                |
| <b>23</b> Insurance . . . . .                                                                                                                                                                                                                        | 35,374                |                                    |                                           |                                |
| <b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)                                          |                       |                                    |                                           |                                |
| <b>a</b> STATE REIMBURSEMENTS                                                                                                                                                                                                                        | 158,703               |                                    |                                           |                                |
| <b>b</b> EQUIP. PURCHASE/RENTAL                                                                                                                                                                                                                      | 77,376                |                                    |                                           |                                |
| <b>c</b> EQUIPMENT MAINTENANCE                                                                                                                                                                                                                       | 47,854                |                                    |                                           |                                |
| <b>d</b> TAXES - LICENSES                                                                                                                                                                                                                            | 21,550                |                                    |                                           |                                |
| <b>e</b> All other expenses                                                                                                                                                                                                                          | 19,540                |                                    |                                           |                                |
| <b>25</b> Total functional expenses. Add lines 1 through 24e                                                                                                                                                                                         | 3,762,520             |                                    |                                           |                                |
| <b>26</b> Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.<br>Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720). |                       |                                    |                                           |                                |

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

|                                                                                      |                                                                                                                                                                                                                                | (A)<br>Beginning of year |            | (B)<br>End of year |
|--------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|------------|--------------------|
| <b>Assets</b>                                                                        | <b>1</b> Cash—non-interest-bearing . . . . .                                                                                                                                                                                   | 380,171                  | <b>1</b>   | 125,473            |
|                                                                                      | <b>2</b> Savings and temporary cash investments . . . . .                                                                                                                                                                      | 515,984                  | <b>2</b>   | 478,516            |
|                                                                                      | <b>3</b> Pledges and grants receivable, net . . . . .                                                                                                                                                                          |                          | <b>3</b>   |                    |
|                                                                                      | <b>4</b> Accounts receivable, net . . . . .                                                                                                                                                                                    | 467,538                  | <b>4</b>   | 572,372            |
|                                                                                      | <b>5</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons . . . . .  |                          | <b>5</b>   |                    |
|                                                                                      | <b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B) . . . . .                                                           |                          | <b>6</b>   |                    |
|                                                                                      | <b>7</b> Notes and loans receivable, net . . . . .                                                                                                                                                                             | 398,036                  | <b>7</b>   | 642,257            |
|                                                                                      | <b>8</b> Inventories for sale or use . . . . .                                                                                                                                                                                 |                          | <b>8</b>   |                    |
|                                                                                      | <b>9</b> Prepaid expenses and deferred charges . . . . .                                                                                                                                                                       | 170,371                  | <b>9</b>   | 162,415            |
|                                                                                      | <b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D                                                                                                                                 | <b>10a</b> 1,487,464     |            |                    |
|                                                                                      | <b>b</b> Less: accumulated depreciation                                                                                                                                                                                        | <b>10b</b> 1,026,971     | 499,499    | <b>10c</b> 460,493 |
|                                                                                      | <b>11</b> Investments—publicly traded securities . . . . .                                                                                                                                                                     | 12,300,182               | <b>11</b>  | 13,866,750         |
|                                                                                      | <b>12</b> Investments—other securities. See Part IV, line 11 . . . . .                                                                                                                                                         | 5,744,794                | <b>12</b>  | 6,055,117          |
|                                                                                      | <b>13</b> Investments—program-related. See Part IV, line 11 . . . . .                                                                                                                                                          |                          | <b>13</b>  |                    |
|                                                                                      | <b>14</b> Intangible assets . . . . .                                                                                                                                                                                          |                          | <b>14</b>  |                    |
|                                                                                      | <b>15</b> Other assets. See Part IV, line 11 . . . . .                                                                                                                                                                         | 174,047                  | <b>15</b>  | 186,563            |
| <b>16</b> <b>Total assets.</b> Add lines 1 through 15 (must equal line 34) . . . . . | 20,650,622                                                                                                                                                                                                                     | <b>16</b>                | 22,549,956 |                    |
| <b>Liabilities</b>                                                                   | <b>17</b> Accounts payable and accrued expenses . . . . .                                                                                                                                                                      | 386,305                  | <b>17</b>  | 554,712            |
|                                                                                      | <b>18</b> Grants payable . . . . .                                                                                                                                                                                             |                          | <b>18</b>  |                    |
|                                                                                      | <b>19</b> Deferred revenue . . . . .                                                                                                                                                                                           | 21,758                   | <b>19</b>  | 65,230             |
|                                                                                      | <b>20</b> Tax-exempt bond liabilities . . . . .                                                                                                                                                                                |                          | <b>20</b>  |                    |
|                                                                                      | <b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D                                                                                                                                                | 645,459                  | <b>21</b>  | 409,840            |
|                                                                                      | <b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons . . . . . |                          | <b>22</b>  |                    |
|                                                                                      | <b>23</b> Secured mortgages and notes payable to unrelated third parties . . . . .                                                                                                                                             |                          | <b>23</b>  |                    |
|                                                                                      | <b>24</b> Unsecured notes and loans payable to unrelated third parties . . . . .                                                                                                                                               |                          | <b>24</b>  |                    |
|                                                                                      | <b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17 - 24). Complete Part X of Schedule D                                              | 215,861                  | <b>25</b>  | 316,306            |
|                                                                                      | <b>26</b> <b>Total liabilities.</b> Add lines 17 through 25 . . . . .                                                                                                                                                          | 1,269,383                | <b>26</b>  | 1,346,088          |
| <b>Net Assets or Fund Balances</b>                                                   | <b>Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.</b>                                                                                           |                          |            |                    |
|                                                                                      | <b>27</b> Net assets without donor restrictions . . . . .                                                                                                                                                                      | 19,381,239               | <b>27</b>  | 21,203,868         |
|                                                                                      | <b>28</b> Net assets with donor restrictions . . . . .                                                                                                                                                                         |                          | <b>28</b>  |                    |
|                                                                                      | <b>Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.</b>                                                                                                    |                          |            |                    |
|                                                                                      | <b>29</b> Capital stock or trust principal, or current funds . . . . .                                                                                                                                                         |                          | <b>29</b>  |                    |
|                                                                                      | <b>30</b> Paid-in or capital surplus, or land, building or equipment fund . . . . .                                                                                                                                            |                          | <b>30</b>  |                    |
|                                                                                      | <b>31</b> Retained earnings, endowment, accumulated income, or other funds                                                                                                                                                     |                          | <b>31</b>  |                    |
| <b>32</b> <b>Total net assets or fund balances</b> . . . . .                         | 19,381,239                                                                                                                                                                                                                     | <b>32</b>                | 21,203,868 |                    |
| <b>33</b> <b>Total liabilities and net assets/fund balances</b> . . . . .            | 20,650,622                                                                                                                                                                                                                     | <b>33</b>                | 22,549,956 |                    |

**Part XI Reconciliation of Net Assets**Check if Schedule O contains a response or note to any line in this Part XI ☒

|           |                                                                                                                |           |            |
|-----------|----------------------------------------------------------------------------------------------------------------|-----------|------------|
| <b>1</b>  | Total revenue (must equal Part VIII, column (A), line 12)                                                      | <b>1</b>  | 3,939,317  |
| <b>2</b>  | Total expenses (must equal Part IX, column (A), line 25)                                                       | <b>2</b>  | 3,762,520  |
| <b>3</b>  | Revenue less expenses. Subtract line 2 from line 1                                                             | <b>3</b>  | 176,797    |
| <b>4</b>  | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))                      | <b>4</b>  | 19,381,239 |
| <b>5</b>  | Net unrealized gains (losses) on investments                                                                   | <b>5</b>  | 1,335,507  |
| <b>6</b>  | Donated services and use of facilities                                                                         | <b>6</b>  |            |
| <b>7</b>  | Investment expenses                                                                                            | <b>7</b>  |            |
| <b>8</b>  | Prior period adjustments                                                                                       | <b>8</b>  |            |
| <b>9</b>  | Other changes in net assets or fund balances (explain in Schedule O)                                           | <b>9</b>  | 310,325    |
| <b>10</b> | Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B)) | <b>10</b> | 21,203,868 |

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

|                                                                                                                                                                                                                                                                                                                                                                                                                                     | Yes | No |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| <b>1</b> Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____<br>If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.                                                                                                                                        |     |    |
| <b>2a</b> Were the organization's financial statements compiled or reviewed by an independent accountant?<br>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:<br><input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis |     | No |
| <b>b</b> Were the organization's financial statements audited by an independent accountant?<br>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:<br><input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis                 | Yes |    |
| <b>c</b> If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?<br>If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.                                                                     | Yes |    |
| <b>3a</b> As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?                                                                                                                                                                                                                                                                  |     | No |
| <b>b</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: 84-0200555

Name: THE FARMERS EDUCATIONAL AND COOPERATIVE  
UNION OF AMERICA

Form 990 (2019)

**Form 990, Part III, Line 4a:**

GOVERNMENT RELATIONS: THE NATIONAL FARMERS UNION (NFU) GOVERNMENT RELATIONS OFFICE SERVES AS THEIR MEMBER'S DIRECT LINK TO CONGRESS, THE U.S. DEPARTMENT OF AGRICULTURE, AND OTHER KEY ADMINISTRATION AGENCIES. THE OFFICE ADVOCATES POLICY POSITIONS, PROMOTES LEGISLATION, RESPONDS TO PROPOSED RULES AND REGULATIONS THROUGH MEETINGS, LETTERS, ISSUE BRIEFINGS AND OTHER MEANS.

## **Form 990, Part III, Line 4b:**

MEMBER SERVICES: NATIONAL FARMERS UNION EXCEEDED 190,000 MEMBERS IN 2019, GROWING BY NEARLY 5,000 MEMBERS. ARKANSAS SAW THE LARGEST GROWTH IN MEMBERS, FOLLOWED BY SOUTH DAKOTA, MONTANA, NEBRASKA AND ROCKY MOUNTAIN. SIX OF NFU'S STATE DIVISIONS GREW BY OVER 10%, RESULTING IN MORE THAN 60% OF FARMERS UNION STATE DIVISIONS GROWING IN 2019.

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| Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors |                                                                                            |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
|-----------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-----------------------|---------|--------------|------------------------------|--------|-----------------------------------------------------------------------|----------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| (A)<br>Name and Title                                                                                                                         | (B)<br>Average hours per week (list any hours for related organizations below dotted line) | (C)<br>Position (do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W- 2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W- 2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|                                                                                                                                               |                                                                                            | Individual trustee or director                                                                            | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |                                                                       |                                                                            |                                                                                               |
| ROGER JOHNSON<br>.....<br>PRESIDENT                                                                                                           | 38.00<br>.....<br>2.00                                                                     | X                                                                                                         |                       | X       |              |                              |        | 368,339                                                               | 0                                                                          | 25,091                                                                                        |
| PATTY EDELBURG<br>.....<br>VICE PRESIDENT                                                                                                     | 30.00<br>.....<br>2.00                                                                     | X                                                                                                         |                       | X       |              |                              |        | 39,574                                                                | 0                                                                          | 10,635                                                                                        |
| DARIN VON RUDEN<br>.....<br>SECRETARY                                                                                                         | 2.00<br>.....<br>0.50                                                                      | X                                                                                                         |                       | X       |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| DOUG SOMBKE<br>.....<br>TREASURER                                                                                                             | 2.00<br>.....<br>0.50                                                                      | X                                                                                                         |                       | X       |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| AARON LEHMAN<br>.....<br>BOARD MEMBER                                                                                                         | 2.00<br>.....<br>0.50                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| GARY WERTISH<br>.....<br>BOARD MEMBER                                                                                                         | 2.00<br>.....<br>0.50                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| ALAN MERRILL<br>.....<br>BOARD MEMBER (THROUGH 10/28/19)                                                                                      | 2.00<br>.....<br>0.50                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| JOHN HANSEN<br>.....<br>BOARD MEMBER                                                                                                          | 2.00<br>.....<br>0.50                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| ROGER NOONAN<br>.....<br>BOARD MEMBER                                                                                                         | 2.00<br>.....<br>8.00                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| MARK WATNE<br>.....<br>BOARD MEMBER                                                                                                           | 2.00<br>.....<br>0.50                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |

**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

| (A)<br>Name and Title | (B)<br>Average hours per week (list any hours for related organizations below dotted line) | (C)<br>Position (do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W- 2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W- 2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|-----------------------|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-----------------------|---------|--------------|------------------------------|--------|-----------------------------------------------------------------------|----------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                       |                                                                                            | Individual trustee or director                                                                            | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |                                                                       |                                                                            |                                                                                               |
| SCOTT BLUBAUGH        | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.50                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| DALE MCCALL           | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.50                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| DAVID COKER           | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| JOAQUIN CONTENTE      | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| VINCENT MINA          | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| NORBERT BRAUER        | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| JIM BENHAM            | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| DONN TESKE            | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| BOB THOMPSON          | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| TOM COUDRON           | 2.00                                                                                       |                                                                                                           |                       |         |              |                              |        |                                                                       |                                                                            |                                                                                               |
| BOARD MEMBER          | 0.00                                                                                       | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |



**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

| (A)<br>Name and Title                                      | (B)<br>Average hours per week (list any hours for related organizations below dotted line) | (C)<br>Position (do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W- 2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W- 2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|------------------------------------------------------------|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-----------------------|---------|--------------|------------------------------|--------|-----------------------------------------------------------------------|----------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                                                            |                                                                                            | Individual trustee or director                                                                            | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |                                                                       |                                                                            |                                                                                               |
| WALTER SCHWEITZER<br>.....<br>BOARD MEMBER (FROM 10/28/19) | 2.00<br>.....<br>0.00                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| JOE LOGAN<br>.....<br>BOARD MEMBER                         | 2.00<br>.....<br>0.00                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| WES SIMS<br>.....<br>BOARD MEMBER                          | 2.00<br>.....<br>0.00                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| MARK GIBBONS<br>.....<br>BOARD MEMBER                      | 2.00<br>.....<br>0.00                                                                      | X                                                                                                         |                       |         |              |                              |        | 0                                                                     | 0                                                                          | 0                                                                                             |
| MARTHA DALE<br>.....<br>DIRECTOR OF FINANCE                | 10.00<br>.....<br>2.00                                                                     |                                                                                                           |                       | X       |              |                              |        | 167,208                                                               | 0                                                                          | 18,444                                                                                        |
| ROB LAREW<br>.....<br>SR. VP OF PUBLIC POLICY & COMM.      | 40.00<br>.....<br>0.00                                                                     |                                                                                                           |                       |         | X            |                              |        | 238,820                                                               | 0                                                                          | 14,329                                                                                        |
| ETHAN WHITMORE<br>.....<br>VP OF OPERATIONS                | 36.00<br>.....<br>4.00                                                                     |                                                                                                           |                       |         | X            |                              |        | 185,648                                                               | 0                                                                          | 18,269                                                                                        |
| DAVE VELDE<br>.....<br>GENERAL COUNSEL                     | 14.00<br>.....<br>1.00                                                                     |                                                                                                           |                       |         | X            |                              |        | 181,760                                                               | 0                                                                          | 10,910                                                                                        |

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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](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public Inspection

Name of the organization  
THE FARMERS EDUCATIONAL AND COOPERATIVE  
UNION OF AMERICA

Employer identification number  
84-0200555

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) 2019

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

d

☐ Loan or exchange programs

b

☐ Scholarly research

e

☐ Other .....

c

☐ Preservation for future generations

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 . . . . .                                                                                     | 335,377                         |                              | 335,377        |
| b                       | Buildings . . . . .                                                                                | 487,936                         | 432,904                      | 55,032         |
| c                       | Leasehold improvements                                                                             | 348,704                         | 286,952                      | 61,752         |
| d                       | Equipment . . . . .                                                                                | 315,447                         | 307,115                      | 8,332          |
| e                       | Other . . . . .                                                                                    |                                 |                              |                |
| Total.                  | Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).) . . . ▶ |                                 |                              | 460,493        |

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<br>(including name of security) | (b) Book value | (c) Method of valuation:<br>Cost or end-of-year market value |
|-------------------------------------------------------------------------|----------------|--------------------------------------------------------------|
| (1) Financial derivatives . . . . .                                     |                |                                                              |
| (2) Closely-held equity interests . . . . .                             |                |                                                              |
| (3) Other _____                                                         |                |                                                              |
| (A) NATIONAL FARMERS UNION SERVICE ASSOCIATION, INC.                    | 6,055,117      | C                                                            |
| (B)                                                                     |                |                                                              |
| (C)                                                                     |                |                                                              |
| (D)                                                                     |                |                                                              |
| (E)                                                                     |                |                                                              |
| (F)                                                                     |                |                                                              |
| (G)                                                                     |                |                                                              |
| (H)                                                                     |                |                                                              |
| Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶    | 6,055,117      |                                                              |

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:<br>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                                            |                |
| (3)                                                                 |                |
| (4)                                                                 |                |
| (5)                                                                 |                |
| (6)                                                                 |                |
| (7)                                                                 |                |
| (8)                                                                 |                |
| (9)                                                                 |                |
| Total. (Column (b) must equal Form 990, Part X, col.(B) line 25.) ▶ | 316,306        |

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.

|          |                                                                                                          |           |           |
|----------|----------------------------------------------------------------------------------------------------------|-----------|-----------|
| <b>1</b> | Total revenue, gains, and other support per audited financial statements . . . . .                       | <b>1</b>  | 7,805,118 |
| <b>2</b> | Amounts included on line 1 but not on Form 990, Part VIII, line 12:                                      |           |           |
| <b>a</b> | Net unrealized gains (losses) on investments . . . . .                                                   | <b>2a</b> | 1,335,507 |
| <b>b</b> | Donated services and use of facilities . . . . .                                                         | <b>2b</b> |           |
| <b>c</b> | Recoveries of prior year grants . . . . .                                                                | <b>2c</b> |           |
| <b>d</b> | Other (Describe in Part XIII.) . . . . .                                                                 | <b>2d</b> | 2,592,054 |
| <b>e</b> | Add lines <b>2a</b> through <b>2d</b> . . . . .                                                          | <b>2e</b> | 3,927,561 |
| <b>3</b> | Subtract line <b>2e</b> from line <b>1</b> . . . . .                                                     | <b>3</b>  | 3,877,557 |
| <b>4</b> | Amounts included on Form 990, Part VIII, line 12, but not on line <b>1</b> :                             |           |           |
| <b>a</b> | Investment expenses not included on Form 990, Part VIII, line 7b . . . . .                               | <b>4a</b> | 61,760    |
| <b>b</b> | Other (Describe in Part XIII.) . . . . .                                                                 | <b>4b</b> |           |
| <b>c</b> | Add lines <b>4a</b> and <b>4b</b> . . . . .                                                              | <b>4c</b> | 61,760    |
| <b>5</b> | Total revenue. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12.) . . . . . | <b>5</b>  | 3,939,317 |

**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.

|          |                                                                                                           |           |           |
|----------|-----------------------------------------------------------------------------------------------------------|-----------|-----------|
| <b>1</b> | Total expenses and losses per audited financial statements . . . . .                                      | <b>1</b>  | 6,401,678 |
| <b>2</b> | Amounts included on line 1 but not on Form 990, Part IX, line 25:                                         |           |           |
| <b>a</b> | Donated services and use of facilities . . . . .                                                          | <b>2a</b> |           |
| <b>b</b> | Prior year adjustments . . . . .                                                                          | <b>2b</b> |           |
| <b>c</b> | Other losses . . . . .                                                                                    | <b>2c</b> |           |
| <b>d</b> | Other (Describe in Part XIII.) . . . . .                                                                  | <b>2d</b> | 2,700,918 |
| <b>e</b> | Add lines <b>2a</b> through <b>2d</b> . . . . .                                                           | <b>2e</b> | 2,700,918 |
| <b>3</b> | Subtract line <b>2e</b> from line <b>1</b> . . . . .                                                      | <b>3</b>  | 3,700,760 |
| <b>4</b> | Amounts included on Form 990, Part IX, line 25, but not on line <b>1</b> :                                |           |           |
| <b>a</b> | Investment expenses not included on Form 990, Part VIII, line 7b . . . . .                                | <b>4a</b> | 61,760    |
| <b>b</b> | Other (Describe in Part XIII.) . . . . .                                                                  | <b>4b</b> |           |
| <b>c</b> | Add lines <b>4a</b> and <b>4b</b> . . . . .                                                               | <b>4c</b> | 61,760    |
| <b>5</b> | Total expenses. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18.) . . . . . | <b>5</b>  | 3,762,520 |

**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:** 84-0200555  
**Name:** THE FARMERS EDUCATIONAL AND COOPERATIVE  
UNION OF AMERICA

**Supplemental Information**

| Return Reference  | Explanation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PART IV, LINE 2B: | A STATE ORGANIZATION IN THE FEDERATION WHICH SELLS A LIFE MEMBERSHIP IS REQUIRED TO REMIT THE FULL AMOUNT RECEIVED TO THE ORGANIZATION. EFFECTIVE MARCH 15, 2013, THE MINIMUM LIFE MEMBERSHIP FEE IS \$2,000. UPON REMITTANCE OF THE LIFE MEMBERSHIP FEE TO THE ORGANIZATION, THE ORGANIZATION WILL DEPOSIT THE FULL AMOUNT OF THE FEE INTO THE LIFE MEMBERSHIP TRUST (AN INVESTMENT PORTFOLIO). UPON TERMINATION OF THE LIFE MEMBERSHIP BY DEATH OF THE LIFE MEMBER AND HIS OR HER SPOUSE, \$1,000 OF THE LIFE MEMBERSHIP FEE, IF RECEIVED AFTER MARCH 15, 2013 (\$150 OR \$100 FOR THOSE RECEIVED PRIOR), WILL BE PAID TO THE GENERAL FUND OF THE ORGANIZATION WITH THE EXCESS RECEIVED OVER THE \$1,000 FEE (\$100 PRIOR TO MARCH 15, 1995 AND \$150 FROM 1995 TO 2016) RETURNED TO THE RESPECTIVE STATE DIVISION. |

## Supplemental Information

| Return Reference | Explanation                                                                                                                                                                                                                                                                                                                                             |
|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PART X, LINE 2:  | FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018, THE ORGANIZATION HAS DOCUMENTED ITS CONSIDERATION OF FASB ASC 740-10, INCOME TAXES, THAT PROVIDES GUIDANCE FOR REPORTING UNCERTAINTY IN INCOME TAXES AND HAS DETERMINED THAT NO MATERIAL UNCERTAIN TAX POSITIONS QUALIFY FOR EITHER RECOGNITION OR DISCLOSURE IN THE CONSOLIDATED FINANCIAL STATEMENTS. |



## Supplemental Information

| Return Reference                      | Explanation                                                                                                                                                                                                                                                                                                                                       |
|---------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PART XI, LINE 2D - OTHER ADJUSTMENTS: | REVENUE OF NFUSA, CONSOLIDATED IN THE COMBINED AUDIT 112,905. REPORT AND BACKED OUT FOR NF U FORM 990 REPORTING. REVENUE OF NFUF, CONSOLIDATED IN THE COMBINED AUDIT 2,454,791. REPORT AND BACKED OUT FOR NFU FORM 990 REPORTING. REVENUE OF NFUPAC, CONSOLIDATED IN THE COMBINED AUDIT 24,358. REPORT AND BACKED OUT FOR NFU FORM 990 REPORTING. |

## Supplemental Information

| Return Reference                       | Explanation                                                                                                                                                                                                                                                                                                                                        |
|----------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PART XII, LINE 2D - OTHER ADJUSTMENTS: | EXPENSES OF NFUSA, CONSOLIDATED IN THE COMBINED AUDIT 203,920. REPORT AND BACKED OUT FOR NFU FORM 990 REPORTING. EXPENSES OF NFUF, CONSOLIDATED IN THE COMBINED AUDIT 2,488,998. REPORT AND BACKED OUT FOR NFU FORM 990 REPORTING. EXPENSES OF NFUPAC, CONSOLIDATED IN THE COMBINED AUDIT 8,000. REPORT AND BACKED OUT FOR NFU FORM 990 REPORTING. |

|                                                                                      |                                                                                                                                                                                                                                                                                                                           |                                              |
|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
| Schedule J<br>(Form 990)                                                             | Compensation Information                                                                                                                                                                                                                                                                                                  | OMB No. 1545-0047                            |
|                                                                                      |                                                                                                                                                                                                                                                                                                                           | 2019                                         |
|                                                                                      |                                                                                                                                                                                                                                                                                                                           |                                              |
| Department of the Treasury<br>Internal Revenue Service                               | For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees<br>▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.<br>▶ Attach to Form 990.<br>▶ Go to <a href="http://www.irs.gov/Form990">www.irs.gov/Form990</a> for instructions and the latest information. |                                              |
| Name of the organization<br>THE FARMERS EDUCATIONAL AND COOPERATIVE UNION OF AMERICA |                                                                                                                                                                                                                                                                                                                           | Employer identification number<br>84-0200555 |

| Part I Questions Regarding Compensation                                                                                                                                                                                                                                                                                              |                                                                                     | Yes | No |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----|----|
| <b>1a</b> 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.                                                                                          |                                                                                     |     |    |
| <input type="checkbox"/> First-class or charter travel                                                                                                                                                                                                                                                                               | <input type="checkbox"/> Housing allowance or residence for personal use            |     |    |
| <input type="checkbox"/> Travel for companions                                                                                                                                                                                                                                                                                       | <input type="checkbox"/> Payments for business use of personal residence            |     |    |
| <input type="checkbox"/> Tax idemnification and gross-up payments                                                                                                                                                                                                                                                                    | <input type="checkbox"/> Health or social club dues or initiation fees              |     |    |
| <input type="checkbox"/> Discretionary spending account                                                                                                                                                                                                                                                                              | <input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef)            |     |    |
| <b>b</b> If any of the boxes on 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  |    |
| <b>2</b> 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 on Line 1a?                                                                                                          |                                                                                     | 2   |    |
| <b>3</b> Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. |                                                                                     |     |    |
| <input checked="" type="checkbox"/> Compensation committee                                                                                                                                                                                                                                                                           | <input type="checkbox"/> Written employment contract                                |     |    |
| <input type="checkbox"/> Independent compensation consultant                                                                                                                                                                                                                                                                         | <input checked="" type="checkbox"/> Compensation survey or study                    |     |    |
| <input type="checkbox"/> Form 990 of other organizations                                                                                                                                                                                                                                                                             | <input checked="" type="checkbox"/> Approval by the board or compensation committee |     |    |
| <b>4</b> 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:                                                                                                                                                                        |                                                                                     |     |    |
| <b>a</b> Receive a severance payment or change-of-control payment?                                                                                                                                                                                                                                                                   |                                                                                     | 4a  | No |
| <b>b</b> Participate in, or receive payment from, a supplemental nonqualified retirement plan?                                                                                                                                                                                                                                       |                                                                                     | 4b  | No |
| <b>c</b> Participate in, or receive payment from, an equity-based compensation arrangement?                                                                                                                                                                                                                                          |                                                                                     | 4c  | No |
| If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.                                                                                                                                                                                                                        |                                                                                     |     |    |
| <b>Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.</b>                                                                                                                                                                                                                                              |                                                                                     |     |    |
| <b>5</b> 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:                                                                                                                                                                            |                                                                                     |     |    |
| <b>a</b> The organization?                                                                                                                                                                                                                                                                                                           |                                                                                     | 5a  |    |
| <b>b</b> Any related organization?                                                                                                                                                                                                                                                                                                   |                                                                                     | 5b  |    |
| If "Yes," on line 5a or 5b, describe in Part III.                                                                                                                                                                                                                                                                                    |                                                                                     |     |    |
| <b>6</b> 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:                                                                                                                                                                        |                                                                                     |     |    |
| <b>a</b> The organization?                                                                                                                                                                                                                                                                                                           |                                                                                     | 6a  |    |
| <b>b</b> Any related organization?                                                                                                                                                                                                                                                                                                   |                                                                                     | 6b  |    |
| If "Yes," on line 6a or 6b, describe in Part III.                                                                                                                                                                                                                                                                                    |                                                                                     |     |    |
| <b>7</b> 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   |    |
| <b>8</b> 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   |    |
| <b>9</b> 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.

[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.

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

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

**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](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2019**

**Open to Public Inspection**

Department of the Treasury

Internal Revenue Service

Name of the organization  
THE FARMERS EDUCATIONAL AND COOPERATIVE  
UNION OF AMERICA

**Employer identification number**

84-0200555

**990 Schedule O, Supplemental Information**

| Return Reference                     | Explanation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|--------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FORM 990, PART VI, SECTION A, LINE 6 | THE ORGANIZATION HAS TWO CLASSES OF MEMBERS: HONORARY MEMBERS AND FULL MEMBERS. HONORARY MEMBERSHIP - ANY PERSON ELIGIBLE TO BECOME A MEMBER OF THE FARMERS EDUCATION AND COOPERATIVE UNION OF AMERICA MAY BECOME AN HONORARY MEMBER BY ACTION OF THE NATIONAL BOARD OF DIRECTORS. HONORARY MEMBERS SHALL NOT BE REQUIRED TO PAY DUES. FULL MEMBERSHIP - ANY MEMBER OR ANY PERSON WHO IS ELIGIBLE FOR MEMBERSHIP UNDER THE APPROPRIATE DIVISION OF THE ORGANIZATION MAY APPLY AND MAY BE ADMITTED AS A MEMBER BY PAYING THE REQUISITE MEMBERSHIP DUES. |

## 990 Schedule O, Supplemental Information

| Return Reference                               | Explanation                                                                                                                                                                                                                                                                            |
|------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FORM 990,<br>PART VI,<br>SECTION A,<br>LINE 7A | NATIONAL FARMERS UNION BOARD IS COMPRISED OF STATE/REGIONAL ORGANIZATION PRESIDENTS WHO ARE ELECTED BY THEIR MEMBERSHIPS. THE MEMBERS OF THE STATE/REGIONAL ORGANIZATION ARE ALSO MEMBERS OF THE NATIONAL ORGANIZATION. THE PRESIDENT AND VICE PRESIDENT ARE ELECTED BY THE DELEGATES. |

**990 Schedule O, Supplemental Information**

| Return<br>Reference                            | Explanation                                                                             |
|------------------------------------------------|-----------------------------------------------------------------------------------------|
| FORM 990,<br>PART VI,<br>SECTION A,<br>LINE 7B | DELEGATES REPRESENTING THE MEMBERSHIP MUST APPROVE THE BYLAWS AT THE ANNUAL CONVENTION. |



## 990 Schedule O, Supplemental Information

| Return Reference                       | Explanation                                                                                                                                                                                                                                                                                                                          |
|----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FORM 990, PART VI, SECTION B, LINE 11B | THE FORM 990 WAS PREPARED BY THE OUTSIDE ACCOUNTANTS AND REVIEWED BY NFU SENIOR MANAGEMENT . A COPY OF THE FORM 990 WAS SHARED ELECTRONICALLY WITH THE BOARD IN ADVANCE OF FILING. A PAPER COPY IS ALSO AVAILABLE FOR REVIEW AT THE SUMMER BOARD MEETING. BOARD MEMBERS ARE FREE TO ASK QUESTIONS OF STAFF OR PREPARERS AT ANY TIME. |

## 990 Schedule O, Supplemental Information

| Return Reference                                | Explanation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|-------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FORM 990,<br>PART VI,<br>SECTION B,<br>LINE 12C | THE CONFLICT OF INTEREST POLICY APPLIES TO ALL OFFICERS, DIRECTORS, EMPLOYEES AND OTHER REPRESENTING THE ORGANIZATION AND REQUIRES THE DISCLOSURE OF COMPETING OR POTENTIALLY COMPETING INTERESTS WITH THE ORGANIZATION. BOARD MEMBERS SIGN A CONFLICT OF INTEREST POLICY DISCLOSURE STATEMENT ANNUALLY. THE DETERMINATION OF A CONFLICT IS MADE AT THE BOARD AND EXECUTIVE MANAGEMENT LEVEL WITH THE AFFECTED INDIVIDUAL BEING PROHIBITED FROM PARTICIPATING IN DELIBERATIONS ON THE ISSUE. |

## 990 Schedule O, Supplemental Information

| Return<br>Reference                             | Explanation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|-------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FORM 990,<br>PART VI,<br>SECTION B,<br>LINE 15A | THE ENTIRE BOARD REVIEWS PERFORMANCE AND DETERMINES THE COMPENSATION OF PRESIDENT. THE PROCESS FOR DETERMINING THE COMPENSATION OF THE OTHER OFFICERS OF THE ORGANIZATION WAS THROUGH ANNUAL PERFORMANCE REVIEWS AND DELIBERATIONS BY THE PRESIDENT AND VICE PRESIDENT. THE DETERMINATION OF THE COMPENSATION INCLUDE THE USE OF DATA SUCH AS COMPENSATION COMPARISON FOR SIMILARLY QUALIFIED PERSONS AND AT SIMILARLY SITUATED ORGANIZATIONS, CONTEMPORANEOUS DOCUMENTATION AND RECORDKEEPING OF THE DELIBERATIONS AND DECISIONS REGARDING THE COMPENSATION ARRANGEMENT. THIS PROCESS WAS MOST RECENTLY COMPLETED IN MARCH 2019. |

# 990 Schedule O, Supplemental Information

| Return<br>Reference                            | Explanation                                                                                                                                 |
|------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| FORM 990,<br>PART VI,<br>SECTION C,<br>LINE 19 | THE ORGANIZATION MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON REQUEST. |

**990 Schedule O, Supplemental Information**

| Return<br>Reference              | Explanation                        |
|----------------------------------|------------------------------------|
| FORM 990,<br>PART XI,<br>LINE 9: | CHANGE IN EQUITY IN NFUSA 310,325. |

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](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public Inspection

Name of the organization  
THE FARMERS EDUCATIONAL AND COOPERATIVE  
UNION OF AMERICA

Employer identification number  
84-0200555

Part I

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

| (a)<br>Name, address, and EIN (if applicable) of disregarded entity | (b)<br>Primary activity | (c)<br>Legal domicile (state or foreign country) | (d)<br>Total income | (e)<br>End-of-year assets | (f)<br>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)<br>Name, address, and EIN of related organization                                                                       | (b)<br>Primary activity | (c)<br>Legal domicile (state or foreign country) | (d)<br>Exempt Code section | (e)<br>Public charity status (if section 501(c)(3)) | (f)<br>Direct controlling entity | (g)<br>Section 512(b)(13) controlled entity? |    |
|-----------------------------------------------------------------------------------------------------------------------------|-------------------------|--------------------------------------------------|----------------------------|-----------------------------------------------------|----------------------------------|----------------------------------------------|----|
|                                                                                                                             |                         |                                                  |                            |                                                     |                                  | Yes                                          | No |
| (1) NATIONAL FARMERS UNION FOUNDATION<br>20 F STREET NW SUITE 300<br><br>WASHINGTON, DC 20001<br>31-1582315                 | EDUCATION               | CO                                               | 501(C)(3)                  | LINE 7                                              | NFU                              | Yes                                          |    |
| (2) NATIONAL FARMERS UNION POLITICAL ACTION COMMITTEE<br>20 F STREET NW SUITE 300<br><br>WASHINGTON, DC 20001<br>84-0904412 | POLITICAL ORGANIZATION  | CO                                               | 527                        | N/A                                                 | NFU                              | 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)<br>Name, address, and EIN of<br>related organization | (b)<br>Primary<br>activity | (c)<br>Legal<br>domicile<br>(state<br>or<br>foreign<br>country) | (d)<br>Direct<br>controlling<br>entity | (e)<br>Predominant<br>income(related,<br>unrelated,<br>excluded from<br>tax under<br>sections 512-<br>514) | (f)<br>Share of<br>total income | (g)<br>Share of<br>end-of-year<br>assets | (h)<br>Disproportionate<br>allocations? |    | (i)<br>Code V-UBI<br>amount in box<br>20 of<br>Schedule K-1<br>(Form 1065) | (j)<br>General or<br>managing<br>partner? |    | (k)<br>Percentage<br>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)<br>Name, address, and EIN of<br>related organization                                                                    | (b)<br>Primary activity | (c)<br>Legal<br>domicile<br>(state or foreign<br>country) | (d)<br>Direct controlling<br>entity | (e)<br>Type of entity<br>(C corp, S corp,<br>or trust) | (f)<br>Share of total<br>income | (g)<br>Share of end-of-<br>year<br>assets | (h)<br>Percentage<br>ownership | (i)<br>Section 512(b)<br>(13) controlled<br>entity? |    |
|-----------------------------------------------------------------------------------------------------------------------------|-------------------------|-----------------------------------------------------------|-------------------------------------|--------------------------------------------------------|---------------------------------|-------------------------------------------|--------------------------------|-----------------------------------------------------|----|
|                                                                                                                             |                         |                                                           |                                     |                                                        |                                 |                                           |                                | Yes                                                 | No |
| <b>(1)</b> NATIONAL FARMERS UNION SERVICE ASSOCIATION INC<br>20 F STREET NW SUITE 300<br>WASHINGTON, DC 20001<br>84-1502516 | INSURANCE               | DC                                                        | NFU                                 | C                                                      | 112,905                         | 5,842,318                                 | 100.000 %                      | Yes                                                 |    |
|                                                                                                                             |                         |                                                           |                                     |                                                        |                                 |                                           |                                |                                                     |    |
|                                                                                                                             |                         |                                                           |                                     |                                                        |                                 |                                           |                                |                                                     |    |
|                                                                                                                             |                         |                                                           |                                     |                                                        |                                 |                                           |                                |                                                     |    |
|                                                                                                                             |                         |                                                           |                                     |                                                        |                                 |                                           |                                |                                                     |    |
|                                                                                                                             |                         |                                                           |                                     |                                                        |                                 |                                           |                                |                                                     |    |
|                                                                                                                             |                         |                                                           |                                     |                                                        |                                 |                                           |                                |                                                     |    |

**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 . . . . .

1a

No

b Gift, grant, or capital contribution to related organization(s) . . . . .

1b

No

c Gift, grant, or capital contribution from related organization(s) . . . . .

1c

No

d Loans or loan guarantees to or for related organization(s) . . . . .

1d

Yes

e Loans or loan guarantees by related organization(s) . . . . .

1e

Yes

f Dividends from related organization(s) . . . . .

1f

No

g Sale of assets to related organization(s) . . . . .

1g

No

h Purchase of assets from related organization(s) . . . . .

1h

No

i Exchange of assets with related organization(s) . . . . .

1i

No

j Lease of facilities, equipment, or other assets to related organization(s) . . . . .

1j

No

k Lease of facilities, equipment, or other assets from related organization(s) . . . . .

1k

No

l Performance of services or membership or fundraising solicitations for related organization(s) . . . . .

1l

No

m Performance of services or membership or fundraising solicitations by related organization(s) . . . . .

1m

No

n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) . . . . .

1n

Yes

o Sharing of paid employees with related organization(s) . . . . .

1o

Yes

p Reimbursement paid to related organization(s) for expenses . . . . .

1p

No

q Reimbursement paid by related organization(s) for expenses . . . . .

1q

Yes

r Other transfer of cash or property to related organization(s) . . . . .

1r

No

s Other transfer of cash or property from related organization(s) . . . . .

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.

See Additional Data Table

| (a)<br>Name of related organization | (b)<br>Transaction<br>type (a-s) | (c)<br>Amount involved | (d)<br>Method of determining amount involved |
|-------------------------------------|----------------------------------|------------------------|----------------------------------------------|
|                                     |                                  |                        |                                              |
|                                     |                                  |                        |                                              |
|                                     |                                  |                        |                                              |
|                                     |                                  |                        |                                              |
|                                     |                                  |                        |                                              |
|                                     |                                  |                        |                                              |



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 |
|------------------|-------------|
|                  |             |

Additional Data

Software ID:

Software Version:

EIN: 84-0200555

Name: THE FARMERS EDUCATIONAL AND COOPERATIVE  
UNION OF AMERICA

Form 990, Schedule R, Part V - Transactions With Related Organizations

| (a)<br>Name of related organization            | (b)<br>Transaction<br>type(a-s) | (c)<br>Amount Involved | (d)<br>Method of determining amount involved |
|------------------------------------------------|---------------------------------|------------------------|----------------------------------------------|
| NATIONAL FARMERS UNION FOUNDATION              | D                               | 186,563                | ACTUAL EXPENSES                              |
| NATIONAL FARMERS UNION SERVICE ASSOCIATION INC | E                               | 161,306                | ACTUAL EXPENSES                              |
| NATIONAL FARMERS UNION FOUNDATION              | Q                               | 2,276,746              | ACTUAL EXPENSES                              |
| NATIONAL FARMERS UNION SERVICE ASSOCIATION INC | Q                               | 253,013                | ACTUAL EXPENSES                              |
| NATIONAL FARMERS UNION FOUNDATION              | N                               | 76,034                 | ACTUAL EXPENSES                              |
| NATIONAL FARMERS UNION SERVICE ASSOCIATION INC | N                               | 19,704                 | ACTUAL EXPENSES                              |
| NATIONAL FARMERS UNION FOUNDATION              | O                               | 613,362                | ACTUAL EXPENSES                              |
| NATIONAL FARMERS UNION SERVICE ASSOCIATION INC | O                               | 171,314                | ACTUAL EXPENSES                              |