Form **990**

Return of Organization Exempt From Income Tax

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

OMB No. 1545-0047

Department of the Treasury

▶ Do not enter social security numbers on this form as it may be made public. ► Go to www.irs.gov/Form990 for instructions and the latest information.

| | | | | | | | | | 7 /01 | | | | | 6/20 - | - 10 | Carlo Marie |
|------------------------|----------------|------------------|-----------|--------------------|---------|------------------|--------------------|--------------|------------------|-----------|--------------|-----------------|-------------------------|------------------|----------------------|--------------|
| A F | or the | e 2017 | - | dar year, or ta | _ | r beginning | | 0 | 7/01 ,201 | 7, and e | nding | | | 6/30, 2 | | |
| Вс | heck if a | nnlicable: | | e of organization | | | | | | | | D Employe | | | ber | |
| _ | _ | | HE | TRICK-MAR | TIN | INSTIT | UTE, INC | • | | | | 13-3 | 310453 | 37 | | |
| | Addre | | | g business as | | | | | | | | | | | | |
| | Name | change | Num | ber and street (| or P.O | . box if mail is | not delivered to | street add | ress) | Room/s | suite | E Telephor | ne number | r | | |
| | Initial | return | 2 . | ASTOR PLA | CE, | SUITE | 801 | | | 1 | | (212) | 674- | 2600 | | |
| | Final termi | return/ nated | City | or town, state or | provi | nce, country, | and ZIP or foreig | gn postal co | ode | | | | | | | |
| | Amen | ded | NE | W YORK, N | Y 1 | 0003 | | | | | | G Gross re | ceipts \$ | 9 | ,949 | ,162. |
| | Applic | ation | F Nam | e and address o | f princ | cipal officer: | THOMAS | KREVI | ER | | | H(a) Is this | | urn for | Yes | X No |
| | | 9 | 74 | 0 BROADWA | Y N | EW YORK | , NY 100 | 03 | | | | H(b) Are all | inates? subordinates | included? | Yes | ∏ No |
| ī | Tax-ex | empt st | tatus: | X 501(c)(3) | T | 501(c) (|) 《 (inse | ert no.) | 4947(a)(1 |) or | 527 | If "N | lo," attach a | a list. (see ins | itructions | , |
| J | Websi | te: ▶ | WWW. | HETRICKMA | RTI | | , , , , , , | , 1 | 1 | , , | | H(c) Group | exemption | number > | | |
| ĸ | Form | of organ | nization: | X Corporatio | n T | Trust | Association | Other | • | L | Year of form | nation: 1979 | | | | NY |
| | art I | | ımmar | | | 1 | | | | | | | 1 | | | |
| | 1 | | | ibe the organiz | ation | 's mission i | or most signific | cant activit | ies TO PI | ROTECT | THE | INTEREST | S OF I | LGBTO | YOUT | <u>——</u> |
| ø | | | | CATE THE | | | | Jan Golivi | | | | | | | | |
| auc | | | - | | | | | | | | | | | | | |
| Governance | 2 | Check | k this h | ox ▶ if tl | ne or | ganization (| discontinued i | ts onerati | one or dieno | sed of me | ore than 2 | 5% of its net a | ecote | | | |
| 30 | 3 | | | oting members | | | | | | | | | | 1 | | 21. |
| | 4 | | | dependent vot | | | | | | | | | | | | 21. |
| ies | 5 | | | r of individuals | | | | | | | | | | | | 92. |
| Activities & | 6 | | | r of volunteers | | | | | | | | | | - | | 600. |
| Act | 1 | | | ed business re | | | | | | | | | 1 | İ | | 0. |
| | l | | | d business tax | | | | (5) | | | | | _ | | 38 | ,885. |
| - | | IVEL UI | meiate | u business tax | DIE I | ncome nom | 1 01111 990-1, 1 | | * • • • • | | | Prior Ye | | | rrent Y | |
| | 8 | Contr | ibutions | s and grants (P | art \/I | III line 1h) | | | | | - | 4,004 | 000 | 5000000 | BOV BOOK BOOK - 1500 | ,781. |
| Revenue | 9 | | | vice revenue (P | | | | | | | | 4,273 | | | | ,012. |
| Vel | 10 | | | ncome (Part VI | | | | | | | | | ,133. | | | ,476. |
| æ | 11 | | | ue (Part VIII, co | | | | | | | | | ,119. | | | ,212. |
| | 12 | | | e - add lines 8 | | | | | | | | 8,285 | | 9 | | ,529. |
| - | 13 | | | similar amounts | | | | | | | | | ,636. | | | ,095. |
| | 14 | | | to or for mem | | | | | | | | | 0. | | | 0. |
| | 15 | | | er compensation | | | | | | | | 5,638 | .523. | 5 | .171 | ,641. |
| Expenses | 0.0 | | | fundraising fee | | | | | | | | | 0. | | | 0. |
| ber | | | | sing expenses | | | | | | | ⊢ | | | | | |
| ŭ | | | | ses (Part IX, co | | | | | | | | 2,965 | .866. | 3 | .409 | ,546. |
| | 18 | | | es. Add lines 1 | | | | | | | | 8,904 | • | | | ,282. |
| | 19 | | | s expenses. Su | | | | 3 (5.0) | 5 5 5 5 | | | | ,566. | | | ,247. |
| or | | 110101 | 103 | o expenses. Ol | -SiraC | 10 110 | 12 | | | | | ginning of Curi | | En | d of Yea | |
| ets or | 20 | Total | accote i | (Part X, line 16) | | | | | | | | 2,984 | | | | ,416. |
| Ass Bal | 21 | | | es (Part X, line 2 | | | | | | | ⊢ | | ,371. | | | ,229. |
| Net Asser Fund Bala | 22 | | | r fund balance | | | | | | | · · · | 2,609 | | | | ,187. |
| | rt II | V / 1507 | | e Block | 3. Ou | biract into 2 | 1 Holli line 20 | · · · · · | <u> </u> | | | | | | | |
| | | | | y, I declare that | l have | e examined t | his return, inclu- | ding accor | npanving sche | dules and | statement | s, and to the b | est of my | knowleda | e and b | elief. it is |
| true | e, corre | ct, and | complet | e. Declaration of | prepa | arer (other tha | n officer) is base | ed on all in | formátion of w | hich prep | arer has an | y knowledge. | | | | |
| | | | | Thomas | Kw | rese | | | | | | | S | -14 | -19 | , _ |
| Sig | n | | Signatu | re of officer | 10 | | | | | | | Date | | | | |
| He | re | | TL | amas | L | V0 - 0 1 | | | | | | | | 5-1 | 4-1 | 5 |
| | | | Type or | print name and t | itle | 1600 | | | | | | | | <u> </u> | | |
| × | | Print/ | Type pr | eparer's name | | | Preparer's sig | nature | | Dat | е | Check | if | PTIN | | |
| Paid | ı | AAR | ON S | SHAPIRO | | | | | | | | | pployed | P01 | 33381 | 16 |
| COS. | parer | | s name | ▶BKD, LI | ıΡ | | | | | | | Firm's EIN | | 016026 | 10 10 10 10 10 | N 450 |
| Use | Only | | | s ▶655 THI | | AVENUE | #1200 NE | EW YOR | K, NY 10 | 017 | | Phone no. | 7.60 | .867.4 | | |
| May | / the | | | this return w | | | | | | | | 11.010.10. | | T T | Yes | No |
| | | | | tion Act Notice | | | | | | | | | | | | 0 (2017) |

JSA 7E1020 1 000

| Part | IV Checklist of Required Schedules | | | |
|------|---|-------------|-----|----------|
| | | | Yes | No |
| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," | | | |
| | complete Schedule A | 1 | Х | |
| 2 | Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? | 2 | Х | |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to | | | |
| | candidates for public office? If "Yes," complete Schedule C, Part I | 3 | | Х |
| 4 | Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) | | | <u> </u> |
| | election in effect during the tax year? If "Yes," complete Schedule C, Part II | 4 | | х |
| 5 | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, | - | | ** |
| • | assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, | | | |
| | | _ | | Х |
| 6 | Part III | 5 | | Λ |
| U | 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 | | | 37 |
| | "Yes," complete Schedule D, Part I | 6 | | Х |
| 7 | Did the organization receive or hold a conservation easement, including easements to preserve open space, | | | |
| | the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II | 7 | | X |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," | | | |
| _ | complete Schedule D, Part III | 8 | | X |
| 9 | Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a | | | |
| | custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or | | | |
| | debt negotiation services? If "Yes," complete Schedule D, Part IV | 9 | | X |
| 10 | Did the organization, directly or through a related organization, hold assets in temporarily restricted | | | |
| | endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V | 10 | | X |
| 11 | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, | | | |
| | VII, VIII, IX, or X as applicable. | | 144 | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," | | | |
| | complete Schedule D, Part VI | 11a | Х | |
| b | Did the organization report an amount for investments-other securities in Part X, line 12 that is 5% or more | | | |
| | of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII | 11b | | X |
| С | Did the organization report an amount for investments-program related in Part X, line 13 that is 5% or more | | | |
| | of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII | 11c | | X |
| d | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets | | | |
| | reported in Part X, line 16? If "Yes," complete Schedule D, Part IX | 11d | | X |
| е | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X | 11e | Х | |
| | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses | | | |
| | the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X | 11f | | Х |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete | | | |
| | Schedule D, Parts XI and XII. | 12a | Х | |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? If | | | |
| | "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional . | 12b | | Х |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | | Х |
| | Did the organization maintain an office, employees, or agents outside of the United States? | 14a | | X |
| | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, | | | |
| | fundraising, business, investment, and program service activities outside the United States, or aggregate | | | |
| | foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV | 14b | | Х |
| 15 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or | 1-70 | | |
| | for any foreign organization? If "Yes," complete Schedule F, Parts II and IV | 15 | | Х |
| 16 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other | 13 | | |
| | assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV | 16 | | Х |
| 17 | | 16 | | |
| 17 | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on | ٠., | | v |
| 10 | Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions) | 17 | | X |
| 18 | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on | | ., | |
| 40 | Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II | 18 | X | |
| 19 | Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? | ا ۔ ا | 1 | 37 |
| | If "Yes," complete Schedule G, Part III | 19 | | X |

| Form 99 | 0 (2017) | | F | age 4 |
|---------|--|------|-----|------------|
| Part | V Checklist of Required Schedules (continued) | | | |
| | | | Yes | No |
| 20 a | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | X |
| b | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | | |
| 21 | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or | | | v |
| 22 | domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II | 21 | | X |
| 22 | Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on | 22 | Х | |
| 23 | Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III | 22 | | |
| 23 | organization's current and former officers, directors, trustees, key employees, and highest compensated | | | |
| | employees? If "Yes," complete Schedule J | 23 | х | |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than | | | ~ |
| | \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b | | | |
| | through 24d and complete Schedule K. If "No," go to line 25a | 24a | | Х |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | |
| С | Did the organization maintain an escrow account other than a refunding escrow at any time during the year | | | |
| | to defease any tax-exempt bonds? | 24c | | |
| đ | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | |
| 25a | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit | | | |
| | transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | X |
| 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? | | | |
| | If "Yes," complete Schedule L, Part I | 25b | | X |
| 26 | Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any | | | |
| | current or former officers, directors, trustees, key employees, highest compensated employees, or | | | v |
| 27 | disqualified persons? If "Yes," complete Schedule L, Part II | 26 | | <u>X</u> |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, | | | |
| | substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled | 27 | | Х |
| 28 | entity or family member of any of these persons? If "Yes," complete Schedule L, Part III | 21 | | |
| 20 | Part IV instructions for applicable filing thresholds, conditions, and exceptions): | | | |
| а | | 28a | | Х |
| | A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete</i> | | | |
| | Schedule L, Part IV. | 28b | | Χ |
| С | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) | | | |
| | was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV | 28c | | Χ |
| 29 | Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M | 29 | Х | |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified | | | |
| | conservation contributions? If "Yes," complete Schedule M | 30 | | X |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, | | | |
| | Part I | 31 | | X |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," | | | 17 |
| | complete Schedule N, Part II | 32 | | _ <u>X</u> |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations | 22 | | Х |
| 34 | sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I | 33 | | |
| 34 | or IV, and Part V, line 1 | 34 | x | |
| 35a | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | 35a | | |
| | If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a | oou | | |
| - | controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 | 35b | | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable | | | |
| | related organization? If "Yes," complete Schedule R, Part V, line 2 | 36 | | Х |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization | | | |
| | and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, | | | |
| | Part VI | 37 | | _X |
| 38 | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and | | | |
| | 19? Note. All Form 990 filers are required to complete Schedule O. | 38 | X | |
| | | Form | 990 | (2017) |

| Form | 990 (2017) | | F | age 5 |
|------|--|----------|---|--------------|
| Pai | tV Statements Regarding Other IRS Filings and Tax Compliance | | *************************************** | |
| | Check if Schedule O contains a response or note to any line in this Part V | | | \Box |
| | | | Yes | No |
| 1 a | Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable | - 1 | | ĺ |
| | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable |] | | |
| C | Did the organization comply with backup withholding rules for reportable payments to vendors and | | | |
| | reportable gaming (gambling) winnings to prize winners? | 1c | | <u></u> |
| 2a | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax | | | İ |
| | Statements, filed for the calendar year ending with or within the year covered by this return 2a 92 | <u> </u> | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? | 2b | X | |
| | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | | | l |
| | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | Х | ļ |
| | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O | 3b | Х | |
| 4a | At any time during the calendar year, did the organization have an interest in, or a signature or other authority | | | l |
| | over, a financial account in a foreign country (such as a bank account, securities account, or other financial | | | |
| _ | account)? | 4a | | X |
| b | If "Yes," enter the name of the foreign country: ▶ | | | |
| | See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts | | | |
| | (FBAR). | _ | | v |
| | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | 5a | | X |
| | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | |
| | If "Yes" to line 5a or 5b, did the organization file Form 8886-T? | 5c | | |
| oa | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the | 6a | | х |
| h | organization solicit any contributions that were not tax deductible as charitable contributions? | 0a | | |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? | 6b | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | 0.0 | | |
| | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods | | | |
| _ | and services provided to the payor? | 7a | Х | |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? | 7b | Х | |
| | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was | | | |
| | required to file Form 8282? | 7c | | Х |
| d | If "Yes," indicate the number of Forms 8282 filed during the year | | | |
| | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7e | | X |
| | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | 7f | | X |
| g | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g | | |
| h | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7h | | |
| 8 | Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the | | | |
| | sponsoring organization have excess business holdings at any time during the year? | 8 | | |
| | Sponsoring organizations maintaining donor advised funds. | | | |
| а | Did the sponsoring organization make any taxable distributions under section 4966? | 9a | | |
| b | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? | 9b | | |
| 10 | Section 501(c)(7) organizations. Enter: | | | |
| | Initiation fees and capital contributions included on Part VIII, line 12 | . | | |
| | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b | . | | |
| 11 | Section 501(c)(12) organizations. Enter: | | | |
| | Gross income from members or shareholders | | | |
| D | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.) | | | |
| 122 | • | 122 | | |
| | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? If "Yes," enter the amount of tax-exempt interest received or accrued during the year | 12a | | |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers. | | | |
| | Is the organization licensed to issue qualified health plans in more than one state? | 13a | | |
| • | Note. See the instructions for additional information the organization must report on Schedule O. | .54 | | |
| b | Enter the amount of reserves the organization is required to maintain by the states in which | | İ | |
| - | the organization is licensed to issue qualified health plans | | 1 | |
| С | Enter the amount of reserves on hand | | 1 | |
| | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | | Х |
| | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | | | |

HETRICK-MARTIN INSTITUTE, INC. Form 990 (2017) Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions. Section A. Governing Body and Management No 21 1a Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O. 21 **b** Enter the number of voting members included in line 1a, above, who are independent Did any officer, director, trustee, or key employee have a family relationship or a business relationship with Χ Did the organization delegate control over management duties customarily performed by or under the direct Χ supervision of officers, directors, or trustees, or key employees to a management company or other person? . . Χ 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?..... X 5 Did the organization become aware during the year of a significant diversion of the organization's assets?.... X 6 7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint Χ 7a Are any governance decisions of the organization reserved to (or subject to approval by) members, Х Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: a The governing body?..... X Each committee with authority to act on behalf of the governing body?...... 8b Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.) Yes No 10a b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, 10b affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? . . . Χ 11a 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?. b Describe in Schedule O the process, if any, used by the organization to review this Form 990. Χ 12a Did the organization have a written conflict of interest policy? If "No," go to line 13 12a b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give Χ 12b c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," Χ 12c X 13 13 14 Χ 14 Did the organization have a written document retention and destruction policy?........ 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? 15a X 15b If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement Χ 16a 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 Section C. Disclosure List the states with which a copy of this Form 990 is required to be filed \triangleright NY, 17 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. X Own website Another's website X 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

State the name, address, and telephone number of the person who possesses the organization's books and records:

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20

financial statements available to the public during the tax year.

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

X

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

- 1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.
- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

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

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

| (A) Name and Title | (B) Average hours per week (list any | box, | unle | Pos heck ss pe | erson | e than o is both or/trus | an | (D) Reportable compensation from | (E) Reportable compensation from related | (F) Estimated amount of other |
|-----------------------|--|---|-----------------------|----------------------|--|--------------------------------|--------------|--|--|--|
| | hours for related organizations below dotted line) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | the organization (W-2/1099-MISC) | organizations (W-2/1099-MISC) | compensation from the organization and related organizations |
| (1)LAURA LEVENSTEIN | 1.00 | | | | | | | | | |
| TREASURER | 0. | Х | | Х | | | | 0. | 0. | 0. |
| (2)CHARLES J. O'BYRNE | 1.00 | *************************************** | | | | | | | | |
| CO-CHAIR & SECRETARY | 0. | Х | | Х | | | | 0. | 0. | 0. |
| (3)ALFREDO PAREDES | 1.00 | | | | | | | | | |
| CO-CHAIR | 0. | Х | | Х | İ | | | 0. | 0. | 0. |
| (4)BOBBY GRAHAM | 1.00 | | | ļ | 1 | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (5) DEANDRE DEVANE | 1.00 | | | | | | | | | ···· |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (6)JOAN KATZ | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (7)PIERRE ROUGIER | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (8)WILLIAM LI | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (9)THOMAS J. KELLER | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (10)KURT FULEPP | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (11)BRADLEY SILVER | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |
| (12) PAUL WOOD MBE | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | L. | | L | | | 0. | 0. | 0. |
| (13)DAVID MIRANDA | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | X | | | | | | 0. | 0. | 0. |
| (14)DAVID LAWENDA | 1.00 | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | 0. | 0. |

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| Part VII Section A. Officers, Directors, 1 | rustees, Ke | y En | plo | ye | es, | and l | Hig | hest Compensat | ed Employe | es (co | ontinue | ıd) | |
|--|---|--------------------------------|------------------------|-------------------------------|----------------|---------------------------------------|---------------|---------------------------------------|--|-----------------|-------------|---|-----|
| (A) Name and title | (B) Average hours per week (list any hours for | box, | unles er and | Pos heck ss pe d a d | rson lirect | e than o is both or/trust | an lee) | (D) Reportable compensation from the | (E) Reportable compensation related organizatior | from | Est am | (F) stimated nount of other pensation | f |
| | related organizations below dotted line) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | organization (W-2/1099-MISC) | (W-2/1099-MI | | orga and | om the anizatio d related anization | d |
| 15) LISA FAYNE COHEN BOARD MEMBER | 1.00 | X | | | | | | 0 | | | | | |
| 16) BONNIE RABIN | 1.00 | <u> ^</u> | | | <u> </u> | | | 0. | | 0. | | | 0 |
| BOARD MEMBER | 0. | Х | | | | | | 0. | | 0. | | | 0 |
| 17) MARY EATON | 1.00 | | | | | | | | | | | **** | |
| BOARD MEMBER 18) BENJAMIN DIXON | 1.00 | X | $\left \cdot \right $ | | | | | 0. | *************************************** | 0. | | | 0 |
| BOARD MEMBER | | Х | | | | | | 0. | | 0. | | | 0 |
| 19) ROD GROZIER | 1.00 | | | | | | | | ~ | | | | |
| BOARD MEMBER | 0. | X | | | | | | 0. | | 0. | | | 0 |
| 20) RON SIMONS BOARD MEMBER | 1.00 | Х | | | | | | 0. | | 0. | | | 0 |
| 21) JEANNE FELDHUSEN | 1.00 | | | | | | | | | | | | |
| BOARD MEMBER | 0. | Х | | | | | | 0. | | 0. | | | 0 |
| 22) THOMAS KREVER CEO | 35.00 0. | | | Х | | | | 291,533. | | 0. | 0. 17 | | 302 |
| 23) AMY HARCLERODE | 35.00 | | | | | | | | | | | | |
| CDO 24) GHASSAN KHALIL | 0. | | | Х | | | | 26 , 667. | *************************************** | 0. | | 2 | 267 |
| CFO CFO | 34.00 | | | Х | | | | 109,305. | | 0. | | 29,5 | 395 |
| 25) BRIDGET M. HUGHES | 35.00 | | | | | | | | | | | | |
| SR. DIRECTOR, YOUTH SERVICES | 0. | | | | | Х | | 104,152. | | 0. | | 29,1 | .20 |
| 1b Sub-total | <u>.</u> | | | | . . . | | • | 0. 531,657. | | 0. | | 76 7 | 0 |
| c Total from continuation sheets to Part VII, d Total (add lines 1b and 1c) | | | | | | | > | 531,657. | | 0. | | 76,7 76,7 | |
| Total number of individuals (including but no reportable compensation from the organization) | ot limited to the | | iste | | | | re | | \$100,000 of | <u> </u> | | 7071 | 01 |
| repertable compensation from the organization | 1011 | | , | | | | | · · · · · · · · · · · · · · · · · · · | | | | Yes | No |
| 3 Did the organization list any former of employee on line 1a? If "Yes," complete Sche | ficer, directo | r, or chind | tru ividu | stee | e, k | key e | mp | loyee, or highest | compensate | ed | 3 | | X |
| 4 For any individual listed on line 1a, is the organization and related organizations of | sum of rep | ortab | le c | om | pen | satior | n ar | nd other compens | ation from th | ie | | | |
| individual | | | | | | | • • | ···· | | | 4 | Х | |
| 5 Did any person listed on line 1a receive of for services rendered to the organization? If ' | or accrue cor "Yes." complet | npen: te Sch | satio | on f le J | rom for | any such | unr pers | related organization | on or individu | al | 5 | 7.73k | Х |
| Section B. Independent Contractors | | | | | | | | | | | | | |
| Complete this table for your five highest co compensation from the organization. Report year. | mpensated ir t compensation | ndepe on for | nde the | nt c cal | ont end | racto lar yea | rs ti ar e | hat received more nding with or with | than \$100,0 in the organiz | 00 of zation | 's tax | | |
| (A) Name and business a | ddress | | | | | | | (B) Description of se | rvices | Co | (C) | ation | |
| ATTACHMENT 3 | | | | | | | 1 | | | | | | |
| The state of the s | | | | | | | | | | | | | |
| | | | | | | | 1 | | | | | | |
| | | | | | | · · · · · · · · · · · · · · · · · · · | | | <u> </u> | | | | |
| 14 (14 (14 (14 (14 (14 (14 (14 (14 (14 (| 31-0000 | | | | | *********** | | | | | | | |

Part VIII Statement of Revenue

| ********** | | Check if Schedule O contains a respon | nse or note to an | y line in this Part VI | <u> </u> | | <u></u> |
|--|---------|---|-------------------|------------------------|--|---|--|
| | | | | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512-514 |
| Contributions, Gifts, Grants and Other Similar Amounts | 1a b | Federated campaigns 1a Membership dues 1b Fundraising events 1c | 1,285,868. | | 34306.00 | | |
| is, Gifts imilar / | d e | Fundraising events 1c Related organizations 1d Government grants (contributions) 1e | 2,200,000 | | : | | |
| ribution Other S | f | All other contributions, gifts, grants, and similar amounts not included above . 1f | 2,984,913. | | | | |
| Sont | 9 | Noncash contributions included in lines 1a-1f: \$ | 104,768. | | | | |
| | h | Total. Add lines 1a-1f | <u>,</u> | 4,270,781. | | | |
| ž | | | Business Code | | | | |
| Program Service Revenue | 2a b | GOVERNMENT CONTRACTS | 611710 | 4,849,012. | 4,849,012. | PPAAAAAAA | |
| ζ | C | | | | | | |
| Ser | d | | | | | | |
| Ē | е | | | | | | |
| gra | f | All other program service revenue | | | | | |
| Pro | g | Total. Add lines 2a-2f | | 4,849,012. | | | .1 |
| | 3 | Investment income (including divider | nds, interest, | | | | 2 205 |
| | ١. | and other similar amounts) | | 7,325. | | | 7,325 |
| | 4 | Income from investment of tax-exempt bond | | 0. | | | |
| | 5 | Royalties | (ii) Personal | 0. | | | |
| | | (i) iteal | (II) F EISORAI | | | | |
| | 6a | Gross rents | | | | | |
| | b | Less: rental expenses | | | | | |
| | c | Rental income or (loss) | | | | | |
| | d | Net rental income or (loss) | | 0. | | | |
| | 7a | Gross amount from sales of (i) Securities | (ii) Other | | | | |
| | | assets other than inventory 208,666. | | | | | |
| | ь | Less: cost or other basis | | | | | |
| | | and sales expenses 217,467. | | | | | |
| | c | Gain or (loss)8,801. | | | | | |
| | d | Net gain or (loss) | - | -8,801. | | | -8,801 |
| ne | 8a | Gross income from fundraising | | | | | 0,001 |
| evenue | | events (not including \$1,285,868. | | | | | |
| | | of contributions reported on line 1c). | | | | | |
| Other F | | See Part IV, line 18 a | 1 | | | | |
| ĕ | ь | Less: direct expenses b | | | | State of | ** |
| | С | Net income or (loss) from fundraising events | | 537. | | | 537 |
| | 9a | Gross income from gaming activities. See Part IV, line 19 a | | | | | |
| | b | Less: direct expenses b | | | | | |
| | C | Net income or (loss) from gaming activities. | | 0. | | | |
| | 10a | Gross sales of inventory, less returns and allowances a | | | | | |
| | b c | Less: cost of goods sold b Net income or (loss) from sales of inventory | | 0. | | | |
| | | Miscellaneous Revenue | Business Code | | | | |
| | 11a | MISCELLANEOUS | 900099 | 53,675. | | | 53,675 |
| | ь | | | | | | |
| | c | | | | | | |
| | 4 | All other revenue | | | | | |
| | e | Total. Add lines 11a-11d | | 53,675. | | | |
| | 12 | Total revenue. See instructions | | 9,172,529. | 4,849,012. | | 52,736 |
| ISA | | | | -,-,-,-,-, | -, -, -, -, -, -, -, -, -, -, -, -, -, - | | 1 32,730 |

13-3104537

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).

| Do not include amounts reported on lines 65, 7b, 8b, 9b, and 10b OP Part VIII. Grants and other assistance to domestic individuals. See Part V, line 12 and 10b or 10b | Check if Schedule O contains a | response or note to any lir | ne in this Part IX | | |
|---|--|---|---|---|---|
| and donnelle governments, See Part IV, line 21 | Do not include amounts reported on lines 6b, 8b, 9b, and 10b of Part VIII. | 7b, (A) Total expenses | | Management and | Fundraising |
| 2 Grants and other assistance to domestic individuals. See Part V, line 12. 3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part V, line 15. 4 Benefits paid to of for members. 5 Compensation of current officers, directors, trustees, and key employees. 5 Compensation of current officers, directors, trustees, and key employees. 7 Other stainties and wages. 9 Compensation accusts and point induction (social persons described section 4958(n)(19) and persons described section 4958(n)(19) and persons described section 4958(n)(19) and persons described section 4958(n)(19) and persons described section 4958(n)(19) and persons described section 401(k) and 403(b) employer contributions) 9 Other employee benefits. 9 Cher employee benefits. 10 Chapter states for services (non-employees): 11 Fees for services (non-employees): 12 Legal . 13 Chapter states (non-employees): 13 Management . 14 Lobbying . 15 Chapter states (non-employees): 16 Very think the states of the fall in 25, cature (v) amount in farth states on behalation on the states of the fall in 25, cature (v) amount in farth states are not behalate on the fall of the states of the fall of the states o | 1 Grants and other assistance to domestic organization | ons | | | |
| 1 | and domestic governments. See Part IV, line 21 | 0. | | | |
| 3 Grants and other assistance to foreign organizations, foreign operaminents, and foreign individuals. See Part IV, lines 15 and 16 4 Benefits paid to or for members 5 Compensation of current offices, directors, trustees, and key employees 6 Compensation of lincluded above, to disqualfed persons (est efficied under section 4981(r)(19) and persons described in section 4981(r)(19) and persons described in section 4981(r)(19) and persons described in section 4981(r)(19) and (and the section 4981(r)(19) and (an | 2 Grants and other assistance to domes | | | | |
| organizations, foreign governments, and foreign individuals. See Part IV, line 17 days and 18 days an | individuals. See Part IV, line 22 | 290,095. | 290,095. | | |
| individuals See Park IV, lines 15 and 16 | 3 Grants and other assistance to forei | ign | | | |
| 8 Benefits paid to or for members . | organizations, foreign governments, and foreign | | | | |
| 5 Compensation of current officers, directors, trustees, and key employees to disqualified persons (as defined under section 4958(r)(1) and persons described is audion 4958(r)(1) and persons described in audion 4958(r)(1) and persons described in audion 4958(r)(1) and persons (as defined under section 4958(r)(1) and persons described in audion 4958(r)(1) and 490(t) person place for an interest of the person plan accruals and contributions (include section 4958(r)) and 490(t) person place for an interest of the person plan accruals and contributions (include section 4958(r)) and 490(t) person place for an interest of the person described and all an accruals and on intributions (include section 4958(r)) and 495(t) person place for any federal person described and all an accruals and accrua | | • • | | | ······································ |
| trustees, and key employees | | • • | | | |
| 6 Compensation not included above, to disqualifed persons (as defined under section 4958(f(1)) and persons described in section 4958(f(1)) and 2010 persons described in section 4958(f(1)) and 2010 persons described in section 4958(f(1)) and 2010 persons described in section 4958 and a section 401(k) and 4010) persons described in 401(k) and 4010) persons described in 401(k) and 4010) persons described in 401(k) and 4010) persons described in 401(k) and 4010 persons described in 401(k) and 4010) persons described in 401(k) and 4010) persons described in 401(k) and 4010 persons described in 401(k) and 4010 persons described in 45, 900. 58, 101. 45, 008. 59, 101. 45, 100. 59, 101. 45, 100. 40, 101. 40 | | | | | |
| persons (as defined under section 4958(c)(3)(6) 0 0 | trustees, and key employees | 589,875. | 70,266. | 261,085. | 258,524. |
| persons described in section 498(c)(3)(8) | 6 Compensation not included above, to disqualit | fied | | | |
| 7 Other salaries and wages 3,678,384 2,755,956 531,470 390,958 8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions 58,101 45,008 5,473 7,620 9 Other employee benefits 301,923 201,813 54,120 45,990 17 Fees for services (non-employees): | | | | | |
| 8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) 9 Other employee benefits | | | 0 755 050 | E 21 470 | 200 050 |
| Section 401(k) and 403(b) employer contributions) 58, 101. 45,008. 5,473. 7,620. 9 Other employee benefits 301,923. 201,813. 54,120. 45,990. 11 Fees for services (non-employees): | | • • | 2,755,956. | 531,470. | 390,958. |
| 9 Other employee benefits | • | FO 101 | 45 000 | E 473 | 7 620 |
| 10 Payroll taxes | section 401(k) and 403(b) employer contribution | | | | |
| 11 Fees for services (non-employees): a Management b Legal 0. c Accounting d Accou | | 201 022 | | ~~~~~~ ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~ | |
| a Management b Legal c Accounting d Lobbying d Lobbying e Professional fundralsing services. See Part IV. line 17, finvestment management fees g Other. (if line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g emenses on Schedule O). 12 Advertising and promotion 13 Office expenses 1488, 473, 335, 822, 117, 641, 35, 010. 14 Information technology. 15 Royalties. 16 Occupancy 17 Travel. 18 Payments of travel or entertainment expenses for any federal, state, or local public officials 19 Conferences, conventions, and meetings 10 Interest 10 Loper column, and amortization 10 Loper column, list line 12e expenses not covered above (List miscellaneous expenses in 131, 073, 121, 073, 131, 073, 131, 073, 131, 073, 131, 073, 131, 073, 131, 073, 131, 073, 131, 073, 148, 042. 25 Total functional expenses. Add line 1 through 24e 8, 871, 282. 6, 205, 413. 1, 517, 827, 1, 148, 042. 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined eductional cannot be made in the organization reported in column (B) loint costs from a combined eductional cannoting and and fundralsing solicitation. Check here | • | 301,923. | 201,613. | 54,120. | 45,990. |
| b Legal 0. 36,200. 36,200. 36,200. d 1. | · · · · · · | ا م | | | |
| Accounting 36,200 36,200 | | • | | | |
| d Lobbyring 0 0 0 0 0 0 0 0 0 | | • • | | 36 200 | |
| e Professional fundraising services. See Part IV, line 17, f Investment management fees 9 Other, (if line 11g amount exceeds 10% of line 25, column (A) amount, list line 12g expenses on Schedule O). 871,356, 683,331. 85,119. 102,906. 124 Advertising and promotion 0. 30, 335,822. 117,641. 35,010. 117,641. 35,01 | | • • • | *************************************** | 30,200. | |
| f Investment management fees | | • • | *************************************** | And all the state of the state | • |
| 9 Other, (if line 11g amount exceeds 10% of line 28, column (A) amount, list line 11g expenses on Schedule O.). | | ''• | | | - Marine |
| (A) amount, list line 11g expenses on Schedule O.). 12 Advertising and promotion 13 Office expenses 1488, 473. 15 Office expenses 16 Occupancy 17 Travel 18 Payments of travel or entertainment expenses for any federal, state, or local public officials 19 Conferences, conventions, and meetings 10 Interest 20 Depreciation, depletion, and amortization 21 Payments of states expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) a CLIENT SERVICES b BAD DEBT c YOUTH AWARDS d All other expenses. Add lines 1 through 24e 6 All other expenses. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here | | • • | | | ······································ |
| 12 Advertising and promotion | | 071 256 | 683.331. | 85.119 | 102,906 |
| 13 Office expenses | | | 333,332. | | |
| 14 Information technology. 0. 0. 15 Royalties. 0. 0. 16 Occupancy 1.,410,039. 1,001,128. 203,020. 205,891. 17 Travel. 134,604. 1 | | 400 472 | 335,822. | 117,641. | 35,010. |
| 0. | | | | | |
| 1,410,039. 1,001,128. 203,020. 205,891. 17 Travel | | ^ | | | |
| 17 Travel | | 1 110 000 | 1,001,128. | 203,020. | 205,891. |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials 19 Conferences, conventions, and meetings | | 1 101 (01) | 134,604. | | |
| for any federal, state, or local public officials 19 | | 1 1 | *************************************** | ···· | *************************************** |
| 19 Conferences, conventions, and meetings | • | | | | |
| 20 Interest | 19 Conferences, conventions, and meetings | 0. | | | |
| 22 Depreciation, depletion, and amortization | | 0. | | | |
| 22 Depreciation, depletion, and amortization | 21 Payments to affiliates | • • 1 | | | |
| 24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) a CLIENT SERVICES bBAD DEBT cYOUTH AWARDS defined and the sequences of the sequence of | | 42,994. | 28,805. | | 6,450. |
| 24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) a CLIENT SERVICES bBAD DEBT c YOUTH AWARDS d e All other expenses 25 Total functional expenses. Add lines 1 through 24e 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) Column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) Column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) Column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) | 23 Insurance | 56,179. | 36,142. | 10,019. | 10,018. |
| line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) a CLIENT SERVICES bBAD DEBT cYOUTH AWARDS de All other expenses 25 Total functional expenses. Add lines 1 through 24e 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) 186,378. 186,378. 186,378. 131,073. 52,250. 52,250. 8,871,282. 6,205,413. 1,517,827. 1,148,042. | | red | | | |
| (A) amount, list line 24e expenses on Schedule O.) a CLIENT SERVICES bBAD DEBT c YOUTH AWARDS e All other expenses 25 Total functional expenses. Add lines 1 through 24e 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) | above (List miscellaneous expenses in line 24e. | If | | | |
| a CLIENT SERVICES bBAD DEBT cYOUTH AWARDS e All other expenses 25 Total functional expenses. Add lines 1 through 24e corganization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) | line 24e amount exceeds 10% of line 25, colu- | mn | | | |
| bBAD DEBT cYOUTH AWARDS d e All other expenses 25 Total functional expenses. Add lines 1 through 24e 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ if following SOP 98-2 (ASC 958-720) 131,073. 52,250. 52,250. 6,205,413. 1,517,827. 1,148,042. | (A) amount, list line 24e expenses on Schedule | | | | |
| c YOUTH AWARDS d e All other expenses 25 Total functional expenses. Add lines 1 through 24e 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) | | — ————————————————————————————————————— | 186,378. | | |
| e All other expenses | | | | 131,073. | ····· |
| e All other expenses | c YOUTH AWARDS | 52,250. | 52,250. | | *************************************** |
| 25 Total functional expenses. Add lines 1 through 24e 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ if following SOP 98-2 (ASC 958-720) 0. | d | | | | |
| 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720) | • | | 6 205 410 | 1 [17 007 | 1 1 10 0 0 0 |
| organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ ☐ if following SOP 98-2 (ASC 958-720) | | | 6,205,413. | 1,517,827. | 1,148,042. |
| | organization reported in column (B) joint co from a combined educational campaign a fundraising solicitation. Check here | ests and if | | | |
| | | 0. | | | |

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Part X Balance Sheet

| | | Check if Schedule O contains a response or note to any line in this Pa | art X | | |
|-----------------------------|---|--|--------------------------|--------|---|
| ********* | *************************************** | | (A) Beginning of year | | (B) End of year |
| | 1 | Cash - non-interest-bearing | 0. | 1 | 2,193. |
| | 2 | Savings and temporary cash investments | 670,174. | 2 | 589,687. |
| | 3 | Pledges and grants receivable, net | 1,658,219. | 3 | 2,841,733. |
| | 4 | Accounts receivable, net | 0. | 4 | 0. |
| | 5 | Loans and other receivables from current and former officers, directors, | | | |
| | | trustees, key employees, and highest compensated employees. | | | |
| vs. | 6 | Complete Part II of Schedule L Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L | 0. | 5 6 | 0. |
| ets | 7 | Notes and loans receivable, net | 0. | 7 | 0. |
| Assets | 8 | Inventories for sale or use | 0. | 8 | 0. |
| _ | 9 | Prepaid expenses and deferred charges | 83,000. | 9 | 75,059. |
| | 10a | Land, buildings, and equipment: cost or | | | |
| | | other basis. Complete Part VI of Schedule D 10a 2,835,625. | | | |
| | b | Less: accumulated depreciation | 82,224. | | 76,354. |
| | 11 | Investments - publicly traded securities | 477,801. | | 268,214. |
| | 12 | Investments - other securities. See Part IV, line 11 | 0. | 12 | 0. |
| | 13 | Investments - program-related. See Part IV, line 11 | 0. | 13 | 0. |
| | 14 | Intangible assets | 0. | 14 | 0. |
| | 15 | Other assets. See Part IV, line 11 | 13,200. | 15 | 90,176. |
| | 16 | Total assets. Add lines 1 through 15 (must equal line 34) | 2,984,618. | 16 | 3,943,416. |
| | 17 | Accounts payable and accrued expenses | 328,564. | 17 | 650,090. |
| | 18 | Grants payable | 0. | 18 | 0. |
| | 19 | Deferred revenue | 34,500. | 19 | 221,500. |
| | 20 | Tax-exempt bond liabilities | 0. | 20 | 0. |
| | 21 | Escrow or custodial account liability. Complete Part IV of Schedule D | 0. | 21 | 0. |
| Ś | 22 | Loans and other payables to current and former officers, directors, | | | |
| Liabilities | | trustees, key employees, highest compensated employees, and | | | |
| abi | | disqualified persons. Complete Part II of Schedule L | 0. | 22 | 0. |
| Ξ | 23 | Secured mortgages and notes payable to unrelated third parties | 0. | 23 | 0. |
| | 24 | Unsecured notes and loans payable to unrelated third parties | 0. | 24 | 0. |
| | 25 | Other liabilities (including federal income tax, payables to related third | | | |
| | | parties, and other liabilities not included on lines 17-24). Complete Part X | | | |
| | | of Schedule D | 12,307. | | 160,639. |
| | 26 | Total liabilities. Add lines 17 through 25 | 375,371. | 26 | 1,032,229. |
| Ses | | Organizations that follow SFAS 117 (ASC 958), check here X and complete lines 27 through 29, and lines 33 and 34. | | | |
| auc | 27 | Unrestricted net assets | 2,055,596. | 27 | 1,730,283. |
| Bal | 28 | Temporarily restricted net assets | 553,651. | 28 | 1,180,904. |
| ē | 29 | Permanently restricted net assets | 0. | 29 | 0. |
| Net Assets or Fund Balances | | Organizations that do not follow SFAS 117 (ASC 958), check here and complete lines 30 through 34. | | | |
| ţ | 30 | Capital stock or trust principal, or current funds | | 30 | |
| SSe | 31 | Paid-in or capital surplus, or land, building, or equipment fund | ······ | 31 | |
| Ă | 32 | Retained earnings, endowment, accumulated income, or other funds | | 32 | *************************************** |
| Se | 33 | Total net assets or fund balances | 2,609,247. | 33 | 2,911,187. |
| | 34 | Total liabilities and net assets/fund balances | 2,984,618. | 34 | 3,943,416. |
| | | | | • | Form 990 (2017 |

Form **990** (2017)

Form 990 (2017) Page **12** Part XI Reconciliation of Net Assets

| | A Reconcination of Net Assets | | | | | |
|------|--|---------|--------------|-------------------|---------|------|
| | Check if Schedule O contains a response or note to any line in this Part XI | <u></u> | | | <u></u> | |
| 1 | Total revenue (must equal Part VIII, column (A), line 12) | 1 | | 9,1 | 72,5 | 529. |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | | 8,8 | 71,2 | 282. |
| 3 | Revenue less expenses. Subtract line 2 from line 1 | 3 | | | 01,2 | |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | | 2,6 | 09,2 | 247. |
| 5 | Net unrealized gains (losses) on investments | 5 | | | (| 693. |
| 6 | Donated services and use of facilities | 6 | | | | 0. |
| 7 | Investment expenses | 7 | | ******* | | 0. |
| 8 | Prior period adjustments | 8 | | | **** | 0. |
| 9 | Other changes in net assets or fund balances (explain in Schedule O) | 9 | | | | 0. |
| 10 | Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line | | | | | |
| | 33, column (B)) | 10 | | 2,9 | 11,1 | L87. |
| Part | XII Financial Statements and Reporting | • | • | | | |
| | Check if Schedule O contains a response or note to any line in this Part XII | | | | | X |
| | | | | ***************** | Yes | No |
| 1 | Accounting method used to prepare the Form 990: Cash X Accrual Other | | | | | |
| | If the organization changed its method of accounting from a prior year or checked "Other," e | xplai | n in | | | |
| | Schedule O. | | | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant?. | | | 2a | | Х |
| | If "Yes," check a box below to indicate whether the financial statements for the year were cor | | | | | |
| | reviewed on a separate basis, consolidated basis, or both: | • | | | | |
| | Separate basis Consolidated basis Both consolidated and separate basis | | | | | |
| b | Were the organization's financial statements audited by an independent accountant? | | | 2b | Х | |
| | If "Yes," check a box below to indicate whether the financial statements for the year were aud | | | | | |
| | separate basis, consolidated basis, or both: | | ,,, <u>u</u> | | | |
| | X Separate basis Consolidated basis Both consolidated and separate basis | | | | | |
| С | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for | overs | iaht | | | |
| _ | of the audit, review, or compilation of its financial statements and selection of an independent acc | | | 2c | Х | |
| | If the organization changed either its oversight process or selection process during the tax year, e | | | | | |
| | Schedule O. | Apiai | | | | |
| 3 a | As a result of a federal award, was the organization required to undergo an audit or audits as se | t fort | h in | | | |
| | the Single Audit Act and OMB Circular A-133? | · IOIL | | 3a | Х | |
| b | If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo | erao | the | | | |
| - | required audit or audits, explain why in Schedule O and describe any steps taken to undergo such au | | 1116 | 3b | Х | |
| | | | | | | |

Χ Form **990** (2017)

SCHEDULE A

(Form 990 or 990-EZ)

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

OMB No. 1545-0047 2017

Department of the Treasury Internal Revenue Service Name of the organization ► Attach to Form 990 or Form 990-EZ.

Open to Public Inspection

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

HETRICK-MARTIN INSTITUTE, INC

Employer identification number

| | T T (T , | OIC INICITIN TUDITIOID | , inc. | | | | 1 72 21042 | <i>J</i> / |
|-------------|-----------|--|---------------------|--|--------------|--------------|---|---|
| Pa | ırt i | Reason for Public Cha | rity Status (All c | organizations must o | complet | e this pa | art.) See instructions | · . |
| The | org | anization is not a private fou | ndation because it | t is: (For lines 1 throu | gh 12, cl | neck only | one box.) | |
| 1 | | A church, convention of chi | urches, or associa | tion of churches desc | ribed in s | section 1 | 70(b)(1)(A)(i). | |
| 2 | | A school described in secti | on 170(b)(1)(A)(ii) | . (Attach Schedule E | (Form 9 | 90 or 990 |)-EZ).) | |
| 3 | | A hospital or a cooperative | | | | | | |
| 4 | | A medical research organiz | - | - | | | | (iii). Enter the |
| | | hospital's name, city, and s | | , | | | | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
| 5 | | An organization operated | | a college or universit | v owne | d or one | erated by a governme | ental unit described in |
| | | section 170(b)(1)(A)(iv). (C | | | ., | ,- | , g | |
| 6 | | A federal, state, or local go | | romental unit describe | d in sect | tion 170 | b)(1)(A)(v) | |
| 7 | \vdash | An organization that norm | • | | | | | om the general nublic |
| | لـــــا | described in section 170(b) | | | ippoit ii | o u go | vollanomai ami or m | om the general public |
| 8 | | A community trust describe | | • | Part II \ | ı | | |
| 9 | | An agricultural research or | • | | • | | I in conjunction with a | land-grant college |
| • | ш | or university or a non-land- | | | | • | • | - |
| | | university: | grant conege or as | griculture (see instruct | iloriaj. L | nter the | name, oity, and state o | i the college of |
| 10 | X | An organization that norma | Ily receives: (1) m | ore than 331/2 % of ite | cuppor | from co | ntributions momborel | nin foot, and arose |
| | لـــــا | receipts from activities rela | ted to its exempt f | functions - subject to | certain e | exception | is, and (2) no more tha | n 331/3 % of its |
| | | support from gross investmacquired by the organization | nent income and u | nrelated business tax | able inco | ome (les | s section 511 tax) from | businesses |
| 11 | | An organization organized | | | | | | |
| 12 | \vdash | An organization organized | • | • | • | | | carni out the numeroe |
| 12 | L | of one or more publicly su | • | • | | | • | |
| | | Check the box in lines 12a t | _ | | | | | |
| ~ | Г |] | - | * * | | | • | · · |
| а | _ | Type I. A supporting orga- the supported organization | • | • | • | | • | |
| | | _ supporting organization. | | | | ajonty o | the directors or truste | es or the |
| b | | Type II. A supporting org | • | • | | s with ito | cupported organizati | an(a) by baying |
| U | _ | | | | | | | |
| | | control or management of organization(s). You must | | • | the sam | ie beisoi | is that control of man | lage the supported |
| _ | | | | | | | | |
| С | L | ☐ Type III functionally integ | | | | | | ily integrated with, |
| d | Γ | its supported organization | , , , | • | | • | | tod arequirestan(a) |
| u | L | Type III non-functionally | | | | | | - ' ' |
| | | that is not functionally inte | - | | - | | | an attentiveness |
| е | Г | requirement (see instruct Check this box if the orga | • | • | | | | I Tuno III |
| ٠ | L | functionally integrated, or | | | | | | п, туретп |
| f | En | ter the number of supported | | | | | | |
| α | | ovide the following information | • | | | | | |
| | | ame of supported organization | (ii) EIN | ······································ | (iv) Is the | organization | (v) Amount of monetary | (vi) Amount of |
| | • | | ` , | (described on lines 1-10 | listed in yo | ur governing | support (see | other support (see |
| | | | | above (see instructions)) | Yes | ment? | instructions) | instructions) |
| | | | | | | <u> </u> | *************************************** | |
| A) | | | | | | | | |
| (D) | | | | | | | | |
| (B) | | | | | | | | |
| (C) | | | | | | | | |
| | | ************************************** | | | | ļ | | |
| (D) | | | | | | | | |
| ··········· | | | | | | | | |
| (E) | | | | | | | | |
| Tota | al | The second secon | | | | | | ************************************** |
| | 41 | | | | Į. | 1 | | |

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule A (Form 990 or 990-EZ) 2017

| Pa | Support Schedule for Orga (Complete only if you checke Part III. If the organization fai | ed the box on | line 5, 7, or 8 | of Part I or if t | he organization | on failed to qua |)(vi) alify under |
|--------|---|-----------------------------------|--------------------------------------|------------------------------------|---|------------------------------------|----------------------|
| Sec | tion A. Public Support | | | , | | | |
| | endar year (or fiscal year beginning in) | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 1 | Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") | | | | | | |
| 2 | Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | | | | | | |
| 3 | The value of services or facilities furnished by a governmental unit to the organization without charge | | | | | | |
| 4 | Total. Add lines 1 through 3 | | | | | | |
| 5 | The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) | | | | | | |
| 6 | Public support. Subtract line 5 from line 4 | | J | <u> </u> | <u> </u> | <u> </u> | <u> </u> |
| | tion B. Total Support | | T | T | T | T | T |
| | ndar year (or fiscal year beginning in) | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 7 8 | Amounts from line 4 | | | | | | |
| 9 | Net income from unrelated business activities, whether or not the business is regularly carried on | | | | | | |
| 10 | Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) | | | | | | |
| 11 | Total support. Add lines 7 through 10 | | | <u> </u> | | | <u></u> |
| 12 | Gross receipts from related activities, etc. (s | ee instructions) . | | | | 12 | |
| 13 | First five years. If the Form 990 is for organization, check this box and stop here. | | | nd, third, fourth, | or fifth tax ye | ar as a section | 501(c)(3) ► |
| | tion C. Computation of Public Sup | ······ | | | *************************************** | T | |
| 14 | Public support percentage for 2017 (lii | | | | | | <u>%</u> |
| 15 | Public support percentage from 2016 | | | | | | % |
| ıoa | 331/3% support test - 2017. If the organization of | | | | | | |
| h | box and stop here. The organization qu | | | | | | |
| D | 331/3% support test - 2016. If the org | | | | | | |
| 17a | this box and stop here. The organization 10%-facts-and-circumstances test - 2 | | | | | | |
| | 10% or more, and if the organization Part VI how the organization meets to organization | meets the "fa he "facts-and-o | cts-and-circums circumstances" t | tances" test, ch | eck this box a zation qualifies | nd stop here. I as a publicly s | Explain in supported |
| b | 10%-facts-and-circumstances test - 2 15 is 10% or more, and if the orga Explain in Part VI how the organization | inization meets on meets the " | s the "facts-an 'facts-and-circur | d-circumstances mstances" test. | " test, check t The organization | his box and ston qualifies as | top here. |
| 18 | supported organization Private foundation. If the organization | | | | | | |

Schedule A (Form 990 or 990-EZ) 2017

Part III

Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II.

If the organization fails to qualify under the tests listed below, please complete Part II.)

| ~~~ | 4ina A. Dudulin Command | | | | * | | |
|------|--|--------------------|----------------------|---|---|--|-------------|
| | tion A. Public Support | () 00 (0 | | | | | |
| _ | ndar year (or fiscal year beginning in) | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 1 | Gifts, grants, contributions, and membership fees | | | | | | |
| | received. (Do not include any "unusual grants.") | 4,113,749. | 4,329,533. | 4,063,698. | 4,004,608. | 4,270,781. | 20,782,369. |
| 2 | Gross receipts from admissions, merchandise | | | | | | |
| | sold or services performed, or facilities | | | | | | |
| | furnished in any activity that is related to the | | ļ | | | | |
| | organization's tax-exempt purpose | 2,844,244. | 3,502,682. | 3,840,403. | 4,273,599. | 4,849,012. | 19,309,940. |
| 3 | Gross receipts from activities that are not an | | | | | | |
| | unrelated trade or business under section 513 . | | | | | | 0. |
| 4 | Tax revenues levied for the | | | | | TAXABLE DE LA CONTRACTOR DE LA CONTRACTO | |
| | organization's benefit and either paid to | ļ | | | | | |
| | or expended on its behalf | | | | | | 0. |
| 5 | The value of services or facilities | | | | | | |
| - | furnished by a governmental unit to the | | | | | | |
| | organization without charge | | 1 | | | | 0. |
| 6 | · · | 6,957,993. | 7 020 016 | 7 004 101 | 0 270 207 | 0 110 707 | |
| _ | Total. Add lines 1 through 5 | 6,957,995. | 7,832,215. | 7,904,101. | 8,278,207. | 9,119,793. | 40,092,309. |
| / a | Amounts included on lines 1, 2, and 3 | | | | | | |
| b | received from disqualified persons Amounts included on lines 2 and 3 | | | | | | 0. |
| _ | received from other than disqualified | | | | | | |
| | persons that exceed the greater of \$5,000 | | | | | | |
| | or 1% of the amount on line 13 for the year | | | | | | 0. |
| С | Add lines 7a and 7b | | | | | | 0. |
| 8 | Public support. (Subtract line 7c from | | ļ | | | | |
| | line 6.) | | | | | | 40,092,309. |
| Sec | tion B. Total Support | | · | | | | |
| Cale | ndar year (or fiscal year beginning in) 🕨 | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 9 | Amounts from line 6 | 6,957,993. | 7,832,215. | 7,904,101. | 0,278,207. | 9,119,793. | 40,092,309. |
| 10 a | Gross income from interest, dividends, | | | | | | |
| | payments received on securities loans, rents, royalties, and income from similar | | | | | | |
| | sources | 2,691. | 1,532. | 12,574. | 7,545. | 7,325. | 31,667. |
| b | Unrelated business taxable income (less | | | | | | |
| | section 511 taxes) from businesses | | Į. | | | | |
| | acquired after June 30, 1975 | | - | | | | 0. |
| С | Add lines 10a and 10b | 2,691. | 1,532. | 12,574. | 7,545. | 7,325. | 31,667. |
| 11 | Net income from unrelated business | | -,,, | | .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 01/00/ |
| | activities not included in line 10b, | | | | | | |
| | whether or not the business is regularly | | | | | 537. | 537. |
| | carried on | | | | | 337. | 337. |
| 12 | Other income. Do not include gain or | | | | | | |
| | loss from the sale of capital assets | 10 100 | | | | | |
| 40 | (Explain in Part VI.) ATCH 1 | 12,108. | 4,144. | 15,788. | 3,119. | 53,675. | 88,834. |
| 13 | Total support. (Add lines 9, 10c, 11, | | | | | | |
| | and 12.) | 6,972,792. | 7,837,891. | 7,932,463. | 8,288,871. | 9,181,330. | 40,213,347. |
| 14 | First five years. If the Form 990 is for | | | | | | 501(c)(3) |
| | organization, check this box and stop here. | | | | · · · · · · · · · · · · · · · · · · · | | |
| | tion C. Computation of Public Supp | | | | | | |
| 15 | Public support percentage for 2017 (line 8, | | | | ļ. | 15 | 99.70% |
| 16 | Public support percentage from 2016 Sche | | | | | 16 | 99.83% |
| Sec | tion D. Computation of Investment | Income Perc | entage | *************************************** | | | |
| 17 | Investment income percentage for 2017 (lin | ne 10c, column (f |) divided by line 13 | 3, column (f)) | | 17 | .08% |
| 18 | Investment income percentage from 2016 S | Schedule A, Part I | II, line 17 | | [| 18 | .07% |
| 19 a | 331/3% support tests - 2017. If the org | | | | _ | than 331/3%, a | nd line |
| | 17 is not more than 331/3%, check thi | | | | | • | . [|
| b | 331/3% support tests - 2016. If the orga | - | _ | • | | • | |
| | line 18 is not more than 331/3%, check | | | | | | |
| 20 | Private foundation If the organization | | | • | | | |

Part IV **Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

| Section | A. | ΑII | Supporting Organizations | 5 |
|---------|----|-----|--------------------------|---|
|---------|----|-----|--------------------------|---|

| | •• | | Yes | No |
|------|---|----------|--|----|
| 1 | Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain. | 1 | | |
| 2 | Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2). | 2 | | |
| 3a | Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below. | 3a | | |
| b | Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in Part VI when and how the organization made the determination. | 3b | | |
| С | Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in Part VI what controls the organization put in place to ensure such use. | 3с | | |
| 4a | Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below. | 4a | | |
| b | Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations. | 4b | | |
| С | Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes. | 4c | | |
| 5a | Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in Part VI , including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document). | 5a | Andrew An | |
| b | Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document? Substitutions only. Was the substitution the result of an event beyond the organization's control? | 5b 5c | | |
| 6 | Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If "Yes," provide detail in Part VI. | 6 | | |
| 7 | Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ). | 7 | | |
| 8 | Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ). | 8 | | |
| 9a | Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes," provide detail in Part VI . | 9a | | |
| b | Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in Part VI. | 9b | | |
| С | Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in Part VI. | 9c | | |
| 10 a | Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes," answer 10b below. | 10a | | |

determine whether the organization had excess business holdings.)

b Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to

| Part | V Supporting Organizations (continued) | | | |
|---------|--|----------|---------------------------------------|-------------|
| | | | Yes | No |
| 11 | Has the organization accepted a gift or contribution from any of the following persons? | | | |
| а | A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) | | | |
| | below, the governing body of a supported organization? | 11a | | |
| b | A family member of a person described in (a) above? | 11b | | |
| | A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI. | 11c | | |
| | on B. Type I Supporting Organizations | | L | |
| | | | Yes | No |
| | Did the disease to the state of | [| | |
| 1 | Did the directors, trustees, or membership of one or more supported organizations have the power to | | | |
| | regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or | | | |
| | controlled the organization's activities. If the organization had more than one supported organization, | | | |
| | describe how the powers to appoint and/or remove directors or trustees were allocated among the supported | | | |
| | organizations and what conditions or restrictions, if any, applied to such powers during the tax year. | 1 | | |
| _ | | - | | ***** |
| 2 | Did the organization operate for the benefit of any supported organization other than the supported | | | |
| | organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, | | | |
| | supervised, or controlled the supporting organization. | | | |
| Soction | on C. Type II Supporting Organizations | 2 | <u></u> | |
| Section | on c. Type if Supporting Organizations | | Yes | No |
| | | | 162 | No |
| 1 | Were a majority of the organization's directors or trustees during the tax year also a majority of the directors | | | |
| | or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control | | | |
| | or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s). | ١. | | |
| 0 4! | | 1 | | L |
| Section | on D. All Type III Supporting Organizations | | \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ | |
| 1 | Did the organization provide to each of its supported organizations, by the last day of the fifth month of the | | Yes | No |
| • | organization's tax year, (i) a written notice describing the type and amount of support provided during the prior | | | |
| | tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of | | | |
| | the organization's governing documents in effect on the date of notification, to the extent not previously | | | |
| | provided? | 1 | ļ | |
| 2 | Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported | | | |
| | organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how | | | |
| | the organization maintained a close and continuous working relationship with the supported organization(s). | 2 | | |
| 3 | By reason of the relationship described in (2), did the organization's supported organizations have a | | | |
| | significant voice in the organization's investment policies and in directing the use of the organization's | | | |
| | income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's | | | |
| | supported organizations played in this regard. | 3 | | |
| Section | on E. Type III Functionally Integrated Supporting Organizations | | | |
| 1 | Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see ins | structi | ions). | |
| а | The organization satisfied the Activities Test. Complete line 2 below. | | | |
| b | The organization is the parent of each of its supported organizations. Complete line 3 below. | | | |
| С | The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see | instru | L | |
| 2 | Activities Test. Answer (a) and (b) below. | | Yes | No |
| | Did substantially all of the organization's activities during the tax year directly further the exempt purposes of | | | |
| а | the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify | | | |
| | those supported organizations and explain how these activities directly furthered their exempt purposes. | | | |
| | how the organization was responsive to those supported organizations, and how the organization determined | | | |
| | that these activities constituted substantially all of its activities. | 2a | | |
| b | Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more | | | |
| b | of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the | | | |
| | reasons for the organization's position that its supported organization(s) would have engaged in these | | | |
| | activities but for the organization's involvement. | 2b | | |
| 3 | Parent of Supported Organizations. Answer (a) and (b) below. | | | |
| a | Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or | | | |
| a | trustees of each of the supported organizations? Provide details in Part VI. | 3a | | |
| b | Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each | | | |
| 2 | of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard. | 3b | | |
| | Schedule A (Form | | 990-F | 7) 2017 |

Schedule A (Form 990 or 990-EZ) 2017

| Dage | L |
|------|---|
| | |

| Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organ | izatior | IS | |
|---|----------|--------------------------|--------------------------------|
| Check here if the organization satisfied the Integral Part Test as a qualifying instructions. All other Type III non-functionally integrated supporting organization. | | | |
| Section A - Adjusted Net Income | | (A) Prior Year | (B) Current Year (optional) |
| 1 Net short-term capital gain | 1 | | |
| 2 Recoveries of prior-year distributions | 2 | | |
| 3 Other gross income (see instructions) | 3 | | |
| 4 Add lines 1 through 3. | 4 | | |
| 5 Depreciation and depletion | 5 | | |
| 6 Portion of operating expenses paid or incurred for production or | | | |
| collection of gross income or for management, conservation, or | | | |
| maintenance of property held for production of income (see instructions) | 6 | | |
| 7 Other expenses (see instructions) | 7 | | |
| 8 Adjusted Net Income (subtract lines 5, 6, and 7 from line 4). | 8 | | |
| Section B - Minimum Asset Amount | | (A) Prior Year | (B) Current Year (optional) |
| 1 Aggregate fair market value of all non-exempt-use assets (see | | | |
| instructions for short tax year or assets held for part of year): | | | |
| a Average monthly value of securities | 1a | | |
| b Average monthly cash balances | 1b | | |
| c Fair market value of other non-exempt-use assets | 1c | | |
| d Total (add lines 1a, 1b, and 1c) | 1d | | |
| e Discount claimed for blockage or other | | | |
| factors (explain in detail in Part VI): | | | |
| 2 Acquisition indebtedness applicable to non-exempt-use assets | 2 | · | |
| 3 Subtract line 2 from line 1d. | 3 | | |
| 4 Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, | | | |
| see instructions). | 4 | | |
| 5 Net value of non-exempt-use assets (subtract line 4 from line 3) | 5 | | |
| 6 Multiply line 5 by .035. | 6 | | |
| 7 Recoveries of prior-year distributions | 7 | | |
| 8 Minimum Asset Amount (add line 7 to line 6) | 8 | | |
| Section C - Distributable Amount | | | Current Year |
| 1 Adjusted net income for prior year (from Section A, line 8, Column A) | 1 | " | |
| 2 Enter 85% of line 1. | 2 | | |
| 3 Minimum asset amount for prior year (from Section B, line 8, Column A) | 3 | | |
| 4 Enter greater of line 2 or line 3. | 4 | | |
| 5 Income tax imposed in prior year | 5 | | |
| 6 Distributable Amount. Subtract line 5 from line 4, unless subject to | | | |
| emergency temporary reduction (see instructions). | 6 | | |
| 7 Check here if the current year is the organization's first as a non-functionally | / intear | ated Type III supporting | organization (see |

Schedule A (Form 990 or 990-EZ) 2017

instructions).

| Schedu | V Type III Non-Functionally Integrated 509(a)(3) | Supporting Organizat | tions (continued) | Page 7 |
|--------|--|-----------------------------|--|---|
| | ion D - Distributions | ouppoining organization | iiono (cominaca) | Current Year |
| 1 | Amounts paid to supported organizations to accomplish ex | xempt purposes | | |
| 2 | Amounts paid to perform activity that directly furthers exer | ed | | |
| | organizations, in excess of income from activity | p. p.a. p.a.a.a. a. aappa | | |
| 3 | Administrative expenses paid to accomplish exempt purpo | ses of supported organi | zations | |
| 4 | Amounts paid to acquire exempt-use assets | out outported organi | | |
| 5 | Qualified set-aside amounts (prior IRS approval required) | | | |
| 6 | Other distributions (describe in Part VI). See instructions. | | | |
| 7 | Total annual distributions. Add lines 1 through 6. | | | |
| 8 | Distributions to attentive supported organizations to which | the organization is resp | onsive | |
| - | (provide details in Part VI). See instructions. | and organization to roop | | |
| 9 | Distributable amount for 2017 from Section C, line 6 | | | |
| 10 | Line 8 amount divided by Line 9 amount | | | |
| | Section E - Distribution Allocations (see instructions) | (i) Excess Distributions | (ii) Underdistributions Pre-2017 | (iii) Distributable Amount for 2017 |
| 1 | Distributable amount for 2017 from Section C, line 6 | | | |
| 2 | Underdistributions, if any, for years prior to 2017 | | | |
| | (reasonable cause required-explain in Part VI). See | | | |
| | instructions. | | | |
| 3 | Excess distributions carryover, if any, to 2017 | | | |
| а | | | | |
| b | From 2013 | | | |
| С | From 2014 | | , | |
| d | From 2015 | | | |
| е | From 2016 | | | |
| f | Total of lines 3a through e | | | |
| g | Applied to underdistributions of prior years | | | |
| h | Applied to 2017 distributable amount | | | |
| i | Carryover from 2012 not applied (see instructions) | | | |
| j | Remainder. Subtract lines 3g, 3h, and 3i from 3f. | | | |
| 4 | Distributions for 2017 from | | | |
| | Section D, line 7: \$ | | | |
| а | Applied to underdistributions of prior years | | | |
| b | Applied to 2017 distributable amount | | | |
| С | Remainder. Subtract lines 4a and 4b from 4. | | | |
| 5 | Remaining underdistributions for years prior to 2017, if | | | |
| | any. Subtract lines 3g and 4a from line 2. For result | | | |
| | greater than zero, explain in Part VI. See instructions. | | | |
| 6 | Remaining underdistributions for 2017. Subtract lines 3h | | | |
| | and 4b from line 1. For result greater than zero, explain in | | | |
| | Part VI. See instructions. | | | |
| 7 | Excess distributions carryover to 2018. Add lines 3j | | ······································ | |
| | and 4c. | | | |
| 8 | Breakdown of line 7: | | | |
| а | Excess from 2013 | | | |
| b | Excess from 2014 | | | |
| С | Excess from 2015 | | | |
| d | Excess from 2016 | | | |
| е | Excess from 2017 | | | |
| | | | 0-11-1 | A /Form 000 as 000 F2) 2047 |

Schedule A (Form 990 or 990-EZ) 2017

Page 8

Part VI Supplemental Information. Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions.)

| | | | | AT | rachment 1 | | |
|---------------------|------------------------------------|--------|---------|--------|------------|---------|--|
| SCHEDULE A, PART II | CHEDULE A, PART III - OTHER INCOME | | | | | | |
| DESCRIPTION | 2013 | 2014 | 2015 | 2016 | 2017 | TOTAL | |
| OTHER | 12,108. | 4,144. | 15,788. | 3,119. | 53,675. | 88,834. | |
| TOTALS | 12,108. | 4,144. | 15,788. | 3,119. | 53,675. | 88,834. | |

Schedule B

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury Internal Revenue Service

Schedule of Contributors

► Attach to Form 990, Form 990-EZ, or Form 990-PF. ► Go to www.irs.gov/Form990 for the latest information. OMB No. 1545-0047

| Name of the organization Employer identification numbers | | | | | | |
|--|--|--------------------------------|--|--|--|--|
| HETRICK-MARTIN INSTIT | UTE, INC. | 13-3104537 | | | | |
| Organization type (check one): | | 13-3104537 | | | | |
| | | | | | | |
| Filers of: | Section: | | | | | |
| Form 990 or 990-EZ | X 501(c)(³) (enter number) organization | | | | | |
| | 4947(a)(1) nonexempt charitable trust not treated as a private f | oundation | | | | |
| | 527 political organization | | | | | |
| Form 990-PF | 501(c)(3) exempt private foundation | | | | | |
| | 4947(a)(1) nonexempt charitable trust treated as a private found | dation | | | | |
| | 501(c)(3) taxable private foundation | | | | | |
| | overed by the General Rule or a Special Rule. (8), or (10) organization can check boxes for both the General Rule and a | a Special Rule. See | | | | |
| General Rule | | | | | | |
| | ling Form 990, 990-EZ, or 990-PF that received, during the year, contriproperty) from any one contributor. Complete Parts I and II. See instructions. | | | | | |
| Special Rules | | | | | | |
| For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3 % support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (1) \$5,000; or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II. | | | | | | |
| contributor, during th | For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III. | | | | | |
| For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions exclusively for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an exclusively religious, charitable, etc., purpose. Don't complete any of the parts unless the General Rule applies to this organization because it received nonexclusively religious, charitable, etc., contributions totaling \$5,000 or more during the year | | | | | | |
| 990-EZ, or 990-PF), but it must | n't covered by the General Rule and/or the Special Rules doesn't file Sc answer "No" on Part IV, line 2, of its Form 990; or check the box on line certify that it doesn't meet the filing requirements of Schedule B (Form 99 | H of its Form 990-EZ or on its | | | | |

JSA

For Paperwork Reduction Act Notice, see the instructions for Form 990, 990-EZ, or 990-PF.

Schedule B (Form 990, 990-EZ, or 990-PF) (2017)

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | | | | |
|------------|--|----------------------------|--|--|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 1 | ROBIN HOOD FOUNDATION 826 BROADWAY FL 7 NEW YORK, NY 10003 | \$375,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 2 | BONNIE E. RABIN 11 TIMES SQ FL 10 NEW YORK, NY 10036 | \$199,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 3 | JEFFREY FASHION CARES 449 W 14TH ST NEW YORK, NY 10014 | \$195,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 4 | MOODY'S FOUNDATION 7 WORLD TRADE CTR NEW YORK, NY 10007 | \$130,809. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 5 | VERIZON MEDIA GROUP 770 BROADWAY FL 4 NEW YORK, NY 10003 | \$125,206. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 6 | GERALD & JANET CARRUS FOUNDATION 19 LINCOLN PL UNT 52 OSSINING, NY 10562 | \$100,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | | | | |
|------------|--|----------------------------|---|--|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 7 | PARC FOUNDATION 29 BLEECKER ST NEW YORK, NY 10012 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 8 | POLO RALPH LAUREN FOUNDATION 200 PARK AVE S FL 8 NEW YORK, NY 10003 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 9 | THE NEW YORK WOMEN'S FOUNDATION 39 BROADWAY STE 2300 NEW YORK, NY 10006 | \$ \$ 80,000. | Person Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 10 | THE PALETTE FUND PO BOX 536 SOLEBURY, PA 18963 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 11 | NORDSTROM, INC. 1700 7TH AVE STE 1500 SEATTLE, WA 98101 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 12 | WALTER M. CAIN 789 W END AVE APT 8B NEW YORK, NY 10025 | \$ 60,500. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | | | | |
|------------|--|----------------------------|---|--|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 13 | MARY EATON | | Person X Payroll | | | |
| | 58 W 15TH ST APT 2 NEW YORK, NY 10011 | \$59,500. | Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 14 | PETER LYONS | | Person X | | | |
| | 205 W 19TH ST APT 10R | \$\$ 55,100. | Payroll Noncash | | | |
| | NEW YORK, NY 10011 | | (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 15 | THOMAS KREVER 206 23 STREET BROOKLYN, NY 11232 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 16_ | RBC CAPITAL MARKETS 200 VESEY ST FL 8 NEW YORK, NY 10281 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 17 | ELTON JOHN AIDS FOUNDATION 584 BROADWAY RM 906 NEW YORK, NY 10012 | \$50,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | | |
| 18 | MAC AIDS FUND 130 PRINCE ST NEW YORK, NY 10012 | \$50,000. | Person Payroll Noncash (Complete Part II for noncash contributions.) | | | |

| Part I | Contributors (see instructions). Use duplicate copies of | f Part I if additional space is ne | eeded. |
|------------|--|------------------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| | THE H. VAN AMERINGEN FOUNDATION | _ | Person X Payroll |
| | 509 MADISON AVE RM 2010 | \$5 0,000. | Noncash |
| | NEW YORK, NY 10022 | _ | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 20 | EDITH S. WINDSOR | | Person X |
| | 258 TUCKAHOE LN | \$ 50,000. | Payroll Noncash |
| | SOUTHAMPTON, NY 11968 | | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 21 | RONALD K. SIMONS | _ | Person X |
| | 454 W 54TH ST PH C | \$ 46,750. | Payroll Noncash |
| | NEW YORK, NY 10019 | _ | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 22 | THE NEW YORK COMMUNITY TRUST | _ | Person X |
| | 909 3RD AVE FL 22 | \$\$ | Payroll Noncash |
| | NEW YORK, NY 10022 | | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 23 | VIIV HEALTHCARE COMPANY | _ | Person |
| | C/O TCC GROUP 333 7TH AVE FL 9 | \$\$ | Payroll Noncash |
| | NEW YORK, NY 10001 | - | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 24_ | BLOOMBERG, LP | | Person |
| | 731 LEXINGTON AVE | \$ 38,225. | Payroll X |
| | NEW YORK, NY 10022 | _ | (Complete Part II for noncash contributions.) |
| | | | I |

| Part I | Contributors (see instructions). Use duplicate copi | ies of Part I if additional space is ne | eeded. |
|------------|---|---|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 25 | WELLS FARGO 150 E 42ND ST FL 27 | \$\$. | Person X Payroll Noncash (Complete Part II for |
| (a) No. | NEW YORK, NY 10017 (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 26 | DANIEL ENNIS 252 7TH AVE APT 6Y NEW YORK, NY 10001 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 27 | COACH FOUNDATION INC. 516 W 34TH ST BSMT 5 NEW YORK, NY 10001 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 28 | HARMAN FAMILY FOUNDATION 397 SOUTH ST NEEDHAM, MA 02492 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 29 | KIEHL'S 109 3RD AVE NEW YORK, NY 10003 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 30 | PADDLE8 271 SCHOLES ST BROOKLYN, NY 11206 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |

Name of organization HETRICK-MARTIN INSTITUTE, INC.

| Part I | Contributors (see instructions). Use duplicate cop | ies of Part I if additional space is ne | eeded. |
|------------|--|---|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 31 | MOODY'S CORPORATION 7 WORLD TRADE CTR NEW YORK, NY 10007 | \$\$ 32,500. | Person X Payroll Noncash (Complete Part II for |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 32 | KATHRYN J. DINARDO FUND 535 SMITHFIELD ST STE 300 PITTSBURGH, PA 15222 | \$ 30,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 33 | DOMINIK J. DIPASQUALE 7 CEDARWOOD TER WOODLAND PARK, NJ 07424 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 34 | FACEBOOK 770 BROADWAY FRNT 2 NEW YORK, NY 10003 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 35 | JEANNE V. FELDHUSEN 137 RIVERSIDE DR APT 2D NEW YORK, NY 10024 | \$\$. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 36 | ALFREDO PAREDES 235 EAST 11TH STREET #5E NEW YORK, NY 10003 | \$\$. | Person Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | |
|------------|--|----------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 37 | BRADFORD SHELLHAMMER 34 W 13TH ST APT 4N | 29 500 | Person X Payroll |
| | NEW YORK, NY 10011 | \$ 28,500. | Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 38 | MACY'S | | Person X |
| | 151 W 34TH ST | \$\$ | Payroll Noncash |
| | NEW YORK, NY 10001 | · | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 39 | MAKE UP FOR EVER | | Person X |
| | 841 BROADWAY FL 4 | \$\$5,200. | Payroll Noncash |
| | NEW YORK, NY 10003 | | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 40 | CONSOLIDATED EDISON | | Person X |
| | 4 IRVING PL | \$\$ 25,100. | Payroll Noncash |
| | NEW YORK, NY 10003 | | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 41 | ROSS HAMACHEK | | Person X |
| | 252 7TH AVE APT 17H | \$\$. | Payroll Noncash |
| | NEW YORK, NY 10001 | | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributjons | (d) Type of contribution |
| 42 | HAPPY HIPPIE FOUNDATION | | Person X |
| | 2708 WILSHIRE BLVD STE 369 | \$\$ | Payroll Noncash |
| | SANTA MONICA, CA 90403 | | (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copie | es of Part I if additional space is n | eeded. |
|------------|---|---------------------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 43 | MINI USA 300 CHESTNUT RIDGE RD WOODCLIFF LAKE, NJ 07677 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 44 | IRIS SMITH 105 EDGEVIEW DR STE 390 BROOMFIELD, CO 80021 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 45 | WESLEY R. POWELL 470 W 24TH ST APT 18EF NEW YORK, NY 10011 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 46 | SHELLY BROWN 345 E 50TH ST PH B NEW YORK, NY 10022 | \$ <u>22,325.</u> | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 47 | ARCONIC FOUNDATION 390 PARK AVE NEW YORK, NY 10022 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 48 | BROADWAY CARES/EQUITY FIGHTS AIDS 165 W 46TH ST STE 1300 NEW YORK, NY 10036 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copie | s of Part I if additional space is ne | eeded. |
|-------------------|--|---------------------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 49 | LISA COHEN 25 PENDERGAST CT ALPINE, NJ 07620 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) <u>No.</u> | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 50 | THE DAVID GEFFEN FOUNDATION 12011 SAN VICENTE BLVD STE 606 LOS ANGELES, CA 90049 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 51 | GFP REAL ESTATE 125 PARK AVE FL 11 NEW YORK, NY 10017 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 52 | G-III APPAREL GROUP, LTD. 512 FASHION AVE FL 35 NEW YORK, NY 10018 | \$20,000 | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 53 | HBO 1100 AVENUE OF THE AMERICAS FRNT 3 NEW YORK, NY 10036 | \$ 20,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 54 | MARK E. HENDERSON 2020 N BAYSHORE DR APT 2207 MIAMI, FL 33137 | \$20,000. | Person Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copie | es of Part I if additional space is need | ded. |
|------------|---|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 55 | JUICE GENERATION 122 E 42ND ST RM 3905 NEW YORK, NY 10168 | | Person X Payroll Noncash Complete Part II for ioncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 56 | NEW YORK LIFE INSURANCE | | Person X |
| | 51 MADISON AVE STE 2510 NEW YORK, NY 10010 | | Payroll Noncash Complete Part II for loncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 57 | THE TED SNOWDON FOUNDATION 50 RIVERSIDE DR APT 15C NEW YORK, NY 10024 | | Person X Payroll Noncash Complete Part II for concash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 58 | JOHN WUERTZ 7 TROTTER CT MONROE, NJ 08831 | | Person X Payroll Noncash Complete Part II for ioncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 59 | ROD GROZIER 459 W 18TH ST APT 3 NEW YORK, NY 10011 | F | Person X Payroll Noncash Complete Part II for ioncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 60 | LAURA LEVENSTEIN 166 W 18TH ST APT 2A NEW YORK, NY 10011 | | Person X Payroll Noncash Complete Part II for ioncash contributions.) |

Name of organization HETRICK-MARTIN INSTITUTE, INC.

| Part I | Contributors (see instructions). Use duplicate copies of | Part I if additional space is ne | eeded. |
|------------|--|----------------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 61 | PAUL WOOD 555 10TH AVE APT 34I NEW YORK, NY 10018 | \$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 62 | DENNIS ADLER 105 E 16TH ST PH 1 NEW YORK, NY 10003 | \$15,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 63 | DIFFA 16 W 32ND ST RM 402 NEW YORK, NY 10001 | \$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 64 | HARRY S. BLACK & ALLON FULLER FUND C/O US TRUST 114 W 47TH ST STE C-1 NY8-1 NEW YORK, NY 10036 | \$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 65 | JOHN C. WOELL 11 5TH AVE APT 5H NEW YORK, NY 10003 | \$15,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 66_ | THE RESEARCH FOUNDATION FOR STATE UNIV PO BOX 9 ALBANY, NY 12201 | \$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copies | of Part I if additional space is ne | eeded. |
|------------|---|-------------------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 67 | LAURA WOLFMAN 150 NASSAU ST APT 14B NEW YORK, NY 10038 | \$13,275. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 68 | JOHN A. BULT 40 5TH AVE APT 15E NEW YORK, NY 10011 | \$12,500. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 69 | CBS 51 W 52ND ST STE 1814 NEW YORK, NY 10019 | \$12,500. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 70 | PIERRE ROUGIER 304 HUDSON, 7TH FLOOR NEW YORK, NY 10013 | \$12,500. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 71 | BLACKROCK FINANCIAL MANAGEMENT, INC. 40 E 52ND ST FL 2 NEW YORK, NY 10022 | \$11,035. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 72 | FOSSIL 366 5TH AVE FL 2 NEW YORK, NY 10001 | \$10,250. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copies of | f Part I if additional space is ne | eeded. |
|------------|--|------------------------------------|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 73 | WARNERMEDIA 1 TIME WARNER CTR RM 902 | - \$\$ | Person X Payroll Noncash |
| - | NEW YORK, NY 10019 | _ | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 74 | PHILIP J. PARIS 510 W 46TH ST APT 406 | _ _ \$ 10,076. | Person X Payroll Noncash |
| | NEW YORK, NY 10036 | _ | (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 75 | BUILD AMERICA MUTUAL ASSURANCE COMPANY 1 WORLD FINANCIAL CTR FL 27 NEW YORK, NY 10281 | \$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 76 | JANE L. GILBERT 16 LANCASTER RD TENAFLY, NJ 07670 | \$ | Person X Payroll Noncash (Complete Part II for |
| | | - | noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | noncash contributions.) (d) Type of contribution |
| | | | (d) |
| No. | Name, address, and ZIP + 4 JOHNSON AND JOHNSON 199 GRANDVIEW RD | Total contributions | (d) Type of contribution Person Payroll Noncash (Complete Part II for |
| 77 (a) | Name, address, and ZIP + 4 JOHNSON AND JOHNSON 199 GRANDVIEW RD SKILLMAN, NJ 08558 (b) | ### Total contributions 10,000. | (d) Type of contribution Person Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | |
|-------------------|--|----------------------------|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 79 | STEVE MADDEN, LTD. 5216 BARNETT AVE LONG ISLAND CITY, NY 11104 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 80 | PAUL T. SUMMER 24 WATCH HILL RD CROTON ON HUDSON, NY 10520 | \$ 10,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) <u>No.</u> | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 81 | NATHAN URQUHART 18 DESBROSSES ST APT 4 NEW YORK, NY 10013 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 82 | CALVIN KLEIN INC. 205 W 39TH ST RM 700 NEW YORK, NY 10018 | \$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 83 | FORESCOUT TECHNOLOGIES, INC. 600 E HAMILTON AVE STE 300 CAMPBELL, CA 95008 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 84 | S&P GLOBAL INC. 148 PRINCETON HIGHTSTOWN RD EAST WINDSOR, NJ 08520 | \$9,500. | Person X Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate cop | pies of Part I if additional space is ne | eeded. |
|------------|---|--|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 85 | SL GALLERY 335 W 38TH ST NEW YORK, NY 10018 | \$\$. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 86 | UNITED FEDERATION OF TEACHERS 52 BROADWAY LOWR A NEW YORK, NY 10004 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 87 | ATLANTIC, TOMORROW'S OFFICE 134 W 26TH ST FL 3 NEW YORK, NY 10001 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 88 | LOLA C. WEST 125 PARK AVE STE 2507 NEW YORK, NY 10017 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 89 | WENDY B. MADDEN 200 E 69TH ST APT 47 NEW YORK, NY 10021 | \$\$. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 90 | ROBERT B. GRAHAM 1 CHRISTOPHER ST # `11B NEW YORK, NY 10014 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | | |
|------------|--|----------------------------|---|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 91 | LGBT COMMUNITY CENTER 208 W 13TH ST NEW YORK, NY 10011 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 92 | ARCUS FOUNDATION 44 W 28TH ST FL 17 NEW YORK, NY 10001 | \$ 7,500. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 93 | JAKE J. HAKANSON 41 UNION SQ W STE 901 NEW YORK, NY 10003 | \$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 94 | RICHARD J. LEE 28 MEADOW DR BROOKFIELD, CT 06804 | \$7,500. | Person Payroll Noncash (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 95_ | DARREN PARSLOW 4 W 21ST ST APT 5D NEW YORK, NY 10010 | \$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 96 | CLARA F. RICCIARDI 123 SULLIVAN ST APT 1 NEW YORK, NY 10012 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | |

Name of organization HETRICK-MARTIN INSTITUTE, INC.

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | | |
|-------------------|--|---------------------------------------|---|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 97 | DARYL P. BOWMAN 315 WEST 23RD ST NEW YORK, NY 10011 | \$ \$ 7,450. | Person X Payroll Noncash (Complete Part II for | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | noncash contributions.) (d) Type of contribution | |
| 98 | ROBERT G. SMITH 459 W 18TH ST APT 3 NEW YORK, NY 10011 | \$\$, 7,300. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | |
| 99 | IRWIN L. SROB 770 S PALM AVE APT 1204 SARASOTA, FL 34236 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | |
| (a) | (b) | (c) | (d) | |
| No. | Name, address, and ZIP + 4 | Total contributions | Type of contribution | |
| 100 | Name, address, and ZIP + 4 BARRY LOWENTHAL 360 FURMAN ST APT 1204 BROOKLYN, NY 11201 | * Total contributions 7,100. | Person Payroll Noncash (Complete Part II for noncash contributions.) | |
| | BARRY LOWENTHAL 360 FURMAN ST APT 1204 | | Person X Payroll Noncash (Complete Part II for | |
| 100 (a) | BARRY LOWENTHAL 360 FURMAN ST APT 1204 BROOKLYN, NY 11201 (b) | \$ \$ 7,100. | Person Payroll Noncash (Complete Part II for noncash contributions.) | |
| 100 (a) No. | BARRY LOWENTHAL 360 FURMAN ST APT 1204 BROOKLYN, NY 11201 (b) Name, address, and ZIP + 4 CECIL M. YARBROUGH 105 W 13TH ST APT 12E | \$ \$ 7,100. (c) Total contributions | Person Payroll Noncash (Complete Part II for noncash contributions.) (d) Type of contribution Person Payroll Noncash (Complete Part II for | |

Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. (a) (c) (d) No. Name, address, and ZIP + 4 **Total contributions** Type of contribution 103 SETH J. WEISSMAN X Person Payroll 106 7TH AVE APT 8B 7,000. Noncash (Complete Part II for NEW YORK, NY 10011 noncash contributions.) (a) (b) (c) (d) No. Name, address, and ZIP + 4 **Total contributions** Type of contribution 104 KAREN WEILER Person Payroll 105 RODEO DR 6,650. Noncash (Complete Part II for SYOSSET, NY 11791 noncash contributions.) (a) (b) (d) (c) No. Name, address, and ZIP + 4 **Total contributions** Type of contribution 105 MEDIALINK Person Payroll 115 AVENUE OF THE AMERICAS 6,500. Noncash (Complete Part II for NEW YORK, NY 10013 noncash contributions.) (a) (b) (c) No. Name, address, and ZIP + 4 **Total contributions** Type of contribution 106 CHARLES J. O'BYRNE Χ Person Payroll 60 COLUMBUS CIRCLE 19TH FL 6,500. Noncash (Complete Part II for NEW YORK, NY 10023 noncash contributions.) (a) (b) (c) (d) Name, address, and ZIP + 4 **Total contributions** Type of contribution No. 107 JUSTINIAN KFOURY X Person Payroli 6,200. 23 WASHINGTON SQ N APT 2 Noncash (Complete Part II for NEW YORK, NY 10011 noncash contributions.) (a) (b) (c) (d) No. Name, address, and ZIP + 4 **Total contributions** Type of contribution 108 BIG BROTHERS BIG SISTERS OF NYC, INC. Х Person Payroll 40 RECTOR ST FL 11 6,000. \$ Noncash (Complete Part II for NEW YORK, NY 10006 noncash contributions.)

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | |
|------------|--|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) (d) Total contributions Type of contribution | |
| 109 | HARDY CHAN | Person X | |
| | 11 PORTOFINO CIR | \$ 6,000. Payroll Noncash | |
| | REDWOOD CITY, CA 94065 | (Complete Part il for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) (d) Total contributions Type of contribution | |
| 110 | BENJAMIN DIXON | Person X | |
| | 77 7TH AVE 11R | \$ 5,850. Payroll Noncash | |
| | NEW YORK, NY 10011 | (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) (d) Total contributions Type of contribution | |
| 111 | IRA D. ROGERS | Person X | |
| | 18 DESBROSSES ST APT 4 | Payroll | |
| | NEW YORK, NY 10013 | (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) (d) Total contributions Type of contribution | |
| 112 | CHRISTOPHER STREET FINANCIAL SERVICES | Person X | |
| | 475 PARK AVE S RM 2100 | \$ 5,400. Payroll Noncash | |
| | NEW YORK, NY 10016 | (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) (d) Total contributions Type of contribution | |
| 113 | EVAN ELIZABETH HARRIS | Person | |
| | 2693 MILE HARBOR | \$ 5,230. Payroll X | |
| | EAST HAMPTON, NY 11937 | (Complete Part II for noncash contributions.) | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) (d) Total contributions Type of contribution | |
| 114 | MARK MOSKOWITZ | Person X | |
| | 55 W 16TH ST APT 9 | \$ | |
| | NEW YORK, NY 10011 | (Complete Part II for noncash contributions.) | |

| Part I | Contributors (see instructions). Use duplicate cop | uctions). Use duplicate copies of Part I if additional space is needed. | | | |
|------------|--|---|---|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 115 | ANDREW H. BRIMMER 622 3RD AVE NEW YORK, NY 10017 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 116 | WILLIAM HILL LEGACY FOUNDATION 8910 PURDUE RD STE 500 INDIANAPOLIS, IN 46268 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 117 | THE ESTATE OF RICHARD HEIMLER 201 COMMONS PARK SOUTH 1901 STAMFORD, CT 06902 | \$ \$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 118 | AMALGAMATED BANK 275 7TH AVE NEW YORK, NY 10001 | \$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 119 | ERIC BACOLAS 70 WASHINGTON ST PH Q BROOKLYN, NY 11201 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 120 | ANDREW BELL 65 LONDON ROAD ST ALBANS UNITED KINGDOM AL1 1LJ | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) | | |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | | | |
|------------|--|----------------------------|---|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 121 | CAPITAL ONE BANK 840 9TH AVE NEW YORK, NY 10019 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 122 | CREDIT SUISSE FOUNDATION 11 MADISON AVE BSMT 1B NEW YORK, NY 10010 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 123 | JAMIE DRAKE 67 IRVING PL FL 12 NEW YORK, NY 10003 | \$\$. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 124 | ROBERT L. HANSON 74 NEW MONTGOMERY ST UNIT 604 SAN FRANCISCO, CA 94105 | \$\$ | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 125 | JOEY JALLEO 1270 6TH AVE #2215 NEW YORK, NY 10020 | \$ 5,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 126 | THOMAS J. KELLER 43 ROWAYTON AVE NORWALK, CT 06853 | \$\$. | Person Payroll Noncash (Complete Part II for noncash contributions.) | | |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | | | |
|------------|--|----------------------------|---|--|--|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 127 | THE KORS LE PERE FOUNDATION C/O THE ROCKEFELLER TRUST COMPANY 1201 N WILMINGTON, DE 19801 | \$5,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 128 | ARAN MAREE 263 9TH AVE APT 2E NEW YORK, NY 10001 | \$5,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 129 | MUFG FOUNDATION 1251 AVENUE OF THE AMERICAS FL 31 NEW YORK, NY 10020 | \$5,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 130 | GEORGE N. PHILLIPS 111 HICKS ST APT 10K BROOKLYN, NY 11201 | \$5,000. | Person Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 131 | THE ONLY AGENCY 100 11TH AVE APT 10B NEW YORK, NY 10011 | \$5,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution | | |
| 132 | MATHEW S. THOENNES 1 LANDMARK SQ APT 522 PORT CHESTER, NY 10573 | \$ 5,000. | Person X Payroll Noncash (Complete Part II for noncash contributions.) | | |

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional space is needed. | | |
|------------|--|----------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 133 | WELLS FARGO ADVISORS, LLC 1 N JEFFERSON AVE SAINT LOUIS, MO 63103 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 134_ | ROBERT WILSON 4 W 21ST ST APT 6A NEW YORK, NY 10010 | \$\$, 5,000. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 135 | MATTHEW R. WITTEN 8 BARSTOW RD APT 2J GREAT NECK, NY 11021 | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| | | \$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| | | \$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| | | \$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |

Name of organization HETRICK-MARTIN INSTITUTE, INC.

Employer identification number

13-3104537

| Partil | Noncash Property (see instructions). | . Use duplicate co | pies of Part II if additional | space is needed |
|--------|---------------------------------------|--------------------|---------------------------------|-------------------|
| | , , , , , , , , , , , , , , , , , , , | ood aap.ioato oo | pico oi i ait ii ii additioilai | opace io riccaca. |

| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (See instructions.) | (d) Date received |
|---------------------------|--|---|---|
| 24 | UMBRELLAS | | |
| | | \$\$ | 06/29/2018 |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (See instructions.) | (d) Date received |
| 101 | 38 SHARES EXONMOBILE | | |
| | | \$ | 06/29/2018 |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (See instructions.) | (d) Date received |
| 113 | 37 SHARES OF JNJ STOCK 25 SHARES OF XOM STOCK | | |
| | | \$\$. | 12/31/2017 |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (See instructions.) | (d) Date received |
| 115 | 5 SHARES OF GOOGLE | | |
| | | \$\$. | 11/22/2017 |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (See instructions.) | (d) Date received |
| | | | |
| | | | -PARTITION TO BANK TO |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (See instructions.) | (d) Date received |
| | | | |
| | | | |

Name of organization HETRICK-MARTIN INSTITUTE, INC. Employer identification number 13-3104537 Part III Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this information once. See instructions.) ▶\$ Use duplicate copies of Part III if additional space is needed. (a) No. from Part I (b) Purpose of gift (c) Use of gift (d) Description of how gift is held (e) Transfer of gift Transferee's name, address, and ZIP + 4 Relationship of transferor to transferee (a) No. from (b) Purpose of gift (c) Use of gift (d) Description of how gift is held (e) Transfer of gift Transferee's name, address, and ZIP + 4 Relationship of transferor to transferee (a) No. (b) Purpose of gift (c) Use of gift (d) Description of how gift is held Part I (e) Transfer of gift Transferee's name, address, and ZIP + 4 Relationship of transferor to transferee (a) No. (b) Purpose of gift from (c) Use of gift (d) Description of how gift is held (e) Transfer of gift Transferee's name, address, and ZIP + 4 Relationship of transferor to transferee

SCHEDULE D (Form 990)

Department of the Treasury

Internal Revenue Service

Supplemental Financial Statements
► Complete if the organization answered "Yes" on Form 990,
Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.

► Attach to Form 990.

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

OMB No. 1545-0047 Open to Public Inspection

Name of the organization Employer identification number HETRICK-MARTIN INSTITUTE, INC. 13-3104537

| P | rt I Organizations Maintaining Donor Ad | | or Accounts. |
|----|--|--|--|
| | Complete if the organization answere | d "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 | or advisors in writing that the assets hel | ld in donor advised |
| | funds are the organization's property, subject to the | | |
| 6 | Did the organization inform all grantees, donors, | | |
| | only for charitable purposes and not for the ben | | |
| | conferring impermissible private benefit? | | |
| Pa | rt II Conservation Easements. | | |
| | Complete if the organization answere | d "Yes" on Form 990, Part IV, line 7. | |
| 1 | Purpose(s) of conservation easements held by the | e organization (check all that apply). | |
| | Preservation of land for public use (e.g., re | | on of a historically important land area |
| | Protection of natural habitat | . [| on of a certified historic structure |
| | Preservation of open space | | |
| 2 | Complete lines 2a through 2d if the organization | neld 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 Tax Year |
| а | Total number of conservation easements | | 2a |
| b | Total acreage restricted by conservation easemen | | 2b |
| С | Number of conservation easements on a certified | historic structure included in (a) | 2c |
| ď | Number of conservation easements included in | | |
| | historic structure listed in the National Register | | 2d |
| 3 | Number of conservation easements modified, tra | | |
| | tax year ▶ | merenes, researce, examigationes, eviteria | mater by the organization during the |
| 4 | Number of states where property subject to cons | ervation easement is located > | |
| 5 | Does the organization have a written policy re | | ction, handling of |
| | violations, and enforcement of the conservation e | | |
| 6 | Staff and volunteer hours devoted to monitoring, inspe | | |
| | | C. 5 | |
| 7 | Amount of expenses incurred in monitoring, inspe- | cting, handling of violations, and enforcing | conservation easements during the year |
| | ►\$ | 3 | |
| 8 | Does each conservation easement reported on line | 2(d) above satisfy the requirements of sec | ction 170(h)(4)(B)(i) |
| | and section 170(h)(4)(B)(ii)? | | |
| 9 | In Part XIII, describe how the organization reports | conservation easements in its revenue a | nd expense statement, and |
| | balance sheet, and include, if applicable, the text | of the footnote to the organization's finar | ncial statements that describes the |
| | organization's accounting for conservation easem- | ents. | |
| Pa | rt III Organizations Maintaining Collection | | er Similar Assets. |
| | Complete if the organization answered | d "Yes" on Form 990, Part IV, line 8. | |
| 1a | If the organization elected, as permitted under S works of art, historical treasures, or other similar while corries provide in Port XIII, the text of the | FAS 116 (ASC 958), not to report in its | s revenue statement and balance sheet |
| | works of art, historical treasures, or other simi public service, provide, in Part XIII, the text of the | ar assets held for public exhibition, ed | ducation, or research in furtherance of |
| b | | | |
| D | If the organization elected, as permitted under works of art, historical treasures, or other simi | ar assets held for public exhibition, ed | revenue statement and palance sneet |
| | public service, provide the following amounts rela | ting to these items: | radation, or research in furtherance of |
| | (i) Revenue included on Form 990, Part VIII, line | | > \$ |
| | (ii) Assets included in Form 990, Part X | | |
| 2 | If the organization received or held works of a | | |
| | following amounts required to be reported under | | |
| а | Revenue included on Form 990, Part VIII, line 1 | | ▶ s |
| | Assets included in Form 990, Part X | | > \$ |

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule D (Form 990) 2017

Schedule D (Form 990) 2017 Page 2 Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued) 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): Public exhibition а Loan or exchange programs b Scholarly research Other C Preservation for future generations Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part 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? 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 b If "Yes," explain the arrangement in Part XIII and complete the following table: Amount 1c 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? No b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII. **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, d Grants or scholarships e Other expenditures for facilities and programs Administrative expenses g End of year balance..... 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 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: Yes No 3a(i) 3a(ii) b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?..... Describe in Part XIII the intended uses of the organization's endowment funds 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 (c) Accumulated (b) Cost or other basis (d) Book value depreciation 1a Land c Leasehold improvements..... 730,354. 654,000 76,354. d Equipment 2,105,271. 2,105,271 Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.) 76,354.

Schedule D (Form 990) 2017

| Page | 3 | |
|------|---|--|
| | | |

| Part VII | Investments - Other Securities. | 1 113/a-11 a- E 000 | Port IV line 44h Con Form 000 Port V line 42 |
|------------------|--|---------------------------------------|--|
| | | T | , Part IV, line 11b. See Form 990, Part X, line 12. |
| | (a) Description of security or category (including name of security) | (b) Book value | (c) Method of valuation: Cost or end-of-year market value |
| (1) Financia | al derivatives | | |
| | -held equity interests | | |
| (3) Other_ | | | |
| (A) | | | |
| (B) | | | |
| (C) | | | 10.000000000000000000000000000000000000 |
| (D) | Market Adv. | | |
| (E) | | | 200 |
| (F) | | · · · · · · · · · · · · · · · · · · · | |
| (G) | | | |
| (H) | | | |
| | n (b) must equal Form 990, Part X, col. (B) line 12.) | | |
| Part VIII | | L | |
| | | d "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: |
| | (a) Becomplied of investment | (b) Book value | Cost or end-of-year market value |
| (1) | | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| | | | |
| (7) | | | |
| (8) | ************************************** | | |
| (9) | n (b) must equal Form 990, Part X, col. (B) line 13.) | | |
| Part IX | Other Assets. | <u> </u> | |
| FaitiA | | i "Yes" on Form 990 | , Part IV, line 11d. See Form 990, Part X, line 15. |
| | | escription | (b) Book value |
| (1) | (a) De | SCHPROH | (b) book vaide |
| (2) | | , , , , , , , , , , , , , , , , , , , | |
| (3) | | | |
| (4) | *************************************** | | |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| (8) | | ¥4,==== | |
| (9) | | | |
| | ımn (b) must equal Form 990, Part X, col. (B) i | line 15) | |
| Part X | Other Liabilities. | <i>mo 10.)</i> | |
| I WILA | | l "Yes" on Form 990 |), Part IV, line 11e or 11f. See Form 990, Part X, |
| | line 25. | . 100 0 0 | |
| <u>1.</u> | (a) Description of liability | (b) Book valu | ie |
| | al income taxes | | |
| (2) REFUI | NDABLE ADVANCES | 160, | <u>639.</u> |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| (8) | | | |
| (9) | | | |
| Total. (Colun | nn (b) must equal Form 990, Part X, col. (B) line 25.) | ▶ 160, | 639. |
| 2. Liability for | or 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

| P | 2/1 | ۵ | Δ |
|---|-----|---|---|
| | | | |

| Part | XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return Complete if the organization answered "Yes" on Form 990, Part IV, line 12a. | • | |
|---|---|---|---|
| 1 | Total revenue, gains, and other support per audited financial statements | 1 | 9,267,582. |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12: | | |
| - a | Net unrealized gains (losses) on investments | 1 | |
| b | Donated services and use of facilities | | |
| C | Recoveries of prior year grants | | |
| d | Other (Describe in Part XIII.) | 1 | |
| e | Add lines 2a through 2d | 2e | 95,053. |
| 3 | Subtract line 2e from line 1 | 3 | 9,172,529. |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line 1: | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b 4a | 1 | |
| b | Other (Describe in Part XIII.) | | |
| С | Add lines 4a and 4b | 4c | |
| 5 | Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) | 5 | 9,172,529. |
| Part | XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Returnation Complete if the organization answered "Yes" on Form 990, Part IV, line 12a. | n. | |
| 1 | Total expenses and losses per audited financial statements | 1 | 8,965,642. |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25: | | |
| a | Donated services and use of facilities | | |
| b | Prior year adjustments | 1 | |
| c | Other losses | | |
| d | Other (Describe in Part XIII.) | | |
| е | Add lines 2a through 2d | 2e | 94,360. |
| 3 | Subtract line 2e from line 1 | 3 | 8,871,282. |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1: | | |
| а | | | |
| b | Other (Describe in Part XIII.) | | |
| С | Add lines 4a and 4b | 4c | |
| 5 | Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.) | 5 | 8,871,282. |
| | t XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional inform | ation. | |
| | | | WWW.markettan.com |
| | | | |
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| | | *************************************** | CONTRACTOR OF THE STATE OF THE |
| *************************************** | | | ···· |
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| | | | |

Part XIII Supplemental Information (continued)

SCHEDULE G (Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

OMB No. 1545-0047

Attach to Form 990 or Form 990-EZ. Department of the Treasury Open to Public ► Go to www.irs.gov/Form990 for the latest instructions. Internal Revenue Service Inspection Name of the organization Employer identification number HETRICK-MARTIN INSTITUTE, INC. 13-3104537 Part! Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part. Indicate whether the organization raised funds through any of the following activities. Check all that apply, а Mail solicitations Solicitation of non-government grants е b Internet and email solicitations f Solicitation of government grants C Phone solicitations J Special fundraising events In-person solicitations d 2a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization. (v) Amount paid to (iii) Did fundraiser have (vi) Amount paid to (i) Name and address of individual (iv) Gross receipts (or retained by) (ii) Activity custody or control of (or retained by) or entity (fundraiser) from activity fundraiser listed in contributions? organization col. (i) Yes No 1 2 3 8 9 10 Total List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule G (Form 990 or 990-EZ) 2017

| Part II | Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more |
|---------|--|
| | than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with |
| | gross receipts greater than \$5,000. |

| | | gross receipts greater than \$5,0 | 00. | | | |
|-----------------|------|--|---------------------------------------|--|---|--|
| | | | (a) Event #1 EMERY AWARDS | (b) Event #2 SCHOOL'S OUT | (c) Other events | (d) Total events (add col. (a) through |
| a) | | | (event type) | (event type) | (total number) | col. (c)) |
| Revenue | 1 | Gross receipts | 1,155,098. | 319,712. | 370,761. | 1,845,571 |
| L. | | Less: Contributions | 699,679. | 242,731. | 343,458. | 1,285,868 |
| | | line 2) | 455,419. | 76,981. | 27,303. | 559,703 |
| | 4 | Cash prizes | | | | |
| | 5 | Noncash prizes | | | | |
| sesuec | 6 | Rent/facility costs | 192,039. | | | 192,039 |
| Direct Expenses | 7 | Food and beverages | | 36,974. | 1,071. | 38,045 |
| Dire | 8 | Entertainment | 800. | 500. | | 1,300 |
| | 9 | Other direct expenses | 262,580. | 39,507. | 25,695. | 327,782 |
| | 10 | Direct expense summary. Add lines 4 | through 9 in column (d) | | | 559 , 166 537 |
| Pa | rt I | Net income summary. Subtract line 1 Gaming. Complete if the organisms. | o from line 3, column (d |) | | |
| | | than \$15,000 on Form 990-E | Z, line 6a. | | | nted more |
| Revenue | | | (a) Bingo | (b) Pull tabs/instant bingo/progressive bingo | (c) Other gaming | (d) Total gaming (add col. (a) through col. (c)) |
| Rever | 1 | Gross revenue | · · · · · · · · · · · · · · · · · · · | | | |
| ses | 2 | Cash prizes | | 111111111111111111 | *************************************** | *************************************** |
| Direct Expenses | 3 | Noncash prizes | | | | |
| Direct | 4 | Rent/facility costs | | | | |
| | 5 | Other direct expenses | | | | |
| | 6 | Volunteer labor | Yes % | Yes % | Yes% No | |
| | 7 | Direct expense summary. Add lines 2 | through 5 in column (d) | | | |
| | 8 | Net gaming income summary. Subtra | ct line 7 from line 1, colu | umn (d) | | |
| 9 a b | ls | nter the state(s) in which the organizat the organization licensed to conduct g "No," explain: | | of these states? | | . Yes No |
| | | ere any of the organization's gaming li "Yes," explain: | icenses revoked, suspe | | • | . Yes No |
| | | *************************************** | | ************************************** | | |

| Sched | ule G (Form 990 or 990-EZ) 2017 Page 3 |
|-------|---|
| 11 | Does the organization conduct gaming activities with nonmembers? |
| 12 | Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity |
| | formed to administer charitable gaming? |
| 13 | Indicate the percentage of gaming activity conducted in: |
| а | The organization's facility |
| | An outside facility |
| 14 | Enter the name and address of the person who prepares the organization's gaming/special events books and |
| • • | records: |
| | |
| | Name ▶ |
| | Name ▶ |
| | Address ▶ |
| | |
| 15 a | Does the organization have a contract with a third party from whom the organization receives gaming |
| | revenue? |
| b | If "Yes," enter the amount of gaming revenue received by the organization ▶ \$ and the |
| | amount of gaming revenue retained by the third party ▶ \$ |
| С | If "Yes," enter name and address of the third party: |
| | , , , , , , , , , , , , , , , , , , , |
| | Name ▶ |
| | |
| | Address ► |
| | |
| 16 | Gaming manager information: |
| | 55 |
| | Name ▶ |
| | |
| | Gaming manager compensation ▶ \$ |
| | |
| | Description of services provided ▶ |
| | |
| | Director/officer Employee Independent contractor |
| | |
| 17 | Mandatory distributions: |
| а | Is the organization required under state law to make charitable distributions from the gaming proceeds to |
| | retain the state gaming license? |
| b | Enter the amount of distributions required under state law to be distributed to other exempt organizations |
| | or spent in the organization's own exempt activities during the tax year > \$ |
| Part | Supplemental Information. Provide the explanation required by Part I, line 2b, columns (iii) and (v), and |
| | Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information |
| | (see instructions). |
| | |
| | |
| | |
| | |
| | |
| | |
| | |

Schedule G (Form 990 or 990-EZ) 2017

SCHEDULE I (Form 990)

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22. ➤ Attach to Form 990.

► Go to www.irs.gov/Form990 for the latest information.

2017 Open to Public Inspection

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service Name of the organization

Employer identification number

| the selection criteria used to award the g Describe in Part IV the organization's pro | rants or assistan | ce? | of groat funds in the | I Inited States | | | X Yes No |
|--|-------------------|------------------------------------|--------------------------|---------------------------------------|---|---------------------------------------|------------------------------------|
| Part II Grants and Other Assistance to | | | | | plete if the organize | ation answored "V | as" on Form |
| 990, Part IV, line 21, for any re- | cipient that red | ceived more th | an \$5,000. Part II | can be duplicat | ed if additional space | ce is needed. | es official |
| 1 (a) Name and address of organization or government | (b) EIN | (c) IRC section (if applicable) | (d) Amount of cash grant | (e) Amount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of noncash assistance | (h) Purpose of grant or assistance |
| (1) | | | | | | | |
| (2) | | | | | | | |
| (3) | | | | | | | |
| (4) | | | | | | | |
| (5) | | | | | | | |
| (6) | | | | | | | |
| (7) | | | | | | | |
| (8) | | | | | | | : |
| (9) | | | | | | | |
| (10) | | | | | | | |
| 11) | | | | | | | |
| (12) | | | | | | | |

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule I (Form 990) (2017)

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| Schedule I (F | orm 990) (2017) |
|---------------|---|
| Part III | Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22. |
| | Part III can be duplicated if additional space is needed. |

| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of non-cash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of non-cash assistance |
|---------------------------------|--------------------------|-----------------------------|-----------------------------------|---|--|
| EDUCATIONAL SCHOLARSHIP | 42. | 42,060. | | | |
| STIPENDS | 179. | 248,035. | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

Part IV Supplemental Information. Provide the information required in Part I, line 2, Part III, column (b); and any other additional information.

PART I, LINE 2

THE SCHOLARSHIP AWARDS ARE GIVEN AFTER STUDENTS HAVE DEMONSTRATED THEIR

ACCEPTANCE OR COURSE WORK AT AN ACCREDITED COLLEGE. THE SCHOLARSHIP

CHECKS ARE USUALLY ISSUED DIRECTLY TO THE INSTITUTIONS FOR THE BENEFIT OF

THE STUDENTS. STIPENDS ARE PROVIDED TO YOUTH WHO ATTEND AND PARTICIPATE

IN VARIOUS PROGRAMS.

Schedule I (Form 990) (2017)

SCHEDULE J (Form 990)

Compensation Information

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

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

► Attach to Form 990.

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

Open to Public Inspection

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service Name of the organization

HETRICK-MARTIN INSTITUTE, INC.

Part I Questions Regarding Compensation

Employer identification number 13-3104537

| | | | Yes | No |
|--------|--|----------|---------|-------|
| 1a | Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form | | | |
| | 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. | | | |
| | First-class or charter travel Housing allowance or residence for personal use | | | |
| | Travel for companions Payments for business use of personal residence | | | |
| | Tax indemnification and gross-up payments Health or social club dues or initiation fees | | | |
| | Discretionary spending account Personal services (such as, maid, chauffeur, chef) | | | |
| b | or reimbursement or provision of all of the expenses described above? If "No," complete Part III to | 1b | Mark. | |
| 2 | explain | | 309.003 | 14.55 |
| _ | directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line | | | |
| | 1a? | 2 | | |
| 3 | Indicate which, if any, of the following the filing organization used to establish the compensation of the | | | |
| | organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. | | | |
| | Compensation committee X Written employment contract | | | |
| | Independent compensation consultant X Compensation survey or study | | | |
| | Form 990 of other organizations X Approval by the board or compensation committee | | | |
| 4 | During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization: | | | |
| а | Receive a severance payment or change-of-control payment? | 4a | | |
| þ | Participate in, or receive payment from, a supplemental nonqualified retirement plan? | 4b | | |
| C | Participate in, or receive payment from, an equity-based compensation arrangement? | 4c | | |
| | If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III. | | | |
| | Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9. | | | |
| 5 | For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any | | | |
| | compensation contingent on the revenues of: | 1.44.7 | 11.5 | |
| а | The organization? | 5a | | X |
| b | Any related organization? | 5b | | X |
| _ | If "Yes" on line 5a or 5b, describe in Part III. | | | |
| 6 | For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any | | | |
| _ | compensation contingent on the net earnings of: | | 1.74 | Х |
| a b | The organization? | 6a 6b | | X |
| D | If "Yes" on line 6a or 6b, describe in Part III. | ab | 4,800 | A. |
| 7 | • | | -34 | |
| 7 | For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III. | 7 | | X |
| 8 | Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject | | | |
| | to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe | | | |
| | in Part III | 8 | | х |
| 9 | If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in | | WAS: | |
| | Regulations section 53.4958-6(c)? | ا و ا | | |

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2017

HETRICK-MARTIN INSTITUTE, INC. 13-3104537

Schedule J (Form 990) 2017 Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported 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 aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

| (A) Name and Title | | (B) Breakdown o | f W-2 and/or 1099-MI | SC compensation | (C) Retirement and | (D) Nontaxable | (E) Total of columns | (F) Compensation |
|--------------------|------|--------------------------|-------------------------------------|---|--------------------------------|----------------|----------------------|--|
| | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | other deferred compensation | benefits | (B)(i)-(D) | in column (B) reported as deferred on prior Form 990 |
| THOMAS KREVER | (i) | 291,533. | 0. | 0. | 0. | 0. | 291,533. | |
| 1CEO | (ii) | 0. | 0. | 0. | | | | |
| | (i) | | | | | | | |
| 2 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 3 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 4 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 5 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 6 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 7 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 8 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 9 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 10 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 11 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 12 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 13 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 14 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 15 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 16 | (ii) | | | | | | | |

Schedule J (Form 990) 2017

HETRICK-MARTIN INSTITUTE, INC.

13-3104537

Page 3

Schedule J (Form 990) 2017

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.

Schedule J (Form 990) 2017

SCHEDULE M (Form 990)

Noncash Contributions

OMB No. 1545-0047

▶ Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30. ➤ Attach to Form 990.

Inspection

Department of the Treasury Internal Revenue Service Name of the organization

HETRICK-MARTIN INSTITUTE, INC.

► Go to www.irs.gov/Form990 for the latest information.

Employer identification number

13-3104537

| Par | t Types of Property | | | | | , | | ************ |
|----------|--|-------------------------------|--|--|--|---|------|--------------|
| | | (a) Check if applicable | (b) Number of contributions or items contributed | (c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g | Method of noncash cont | | | |
| 1 | Art - Works of art | | | | | | | |
| 2 | Art - Historical treasures | | | | | | | |
| 3 | Art - Fractional interests | | | | | | | |
| 4 | Books and publications | | | | | | | |
| 5 | Clothing and household | | | | | | | |
| | goods | X | | 87,330. | FAIR MARK | ET V | ALUI | E |
| 6 | Cars and other vehicles | | *************************************** | | | | | |
| 7 | Boats and planes | | *************************************** | | | | | |
| 8 | Intellectual property | | | | | | | |
| 9 | Securities - Publicly traded | X | 4. | 17,438. | FAIR MARK | ET V | ALUI | Ε |
| 10 | Securities - Closely held stock | | | | | *************************************** | | |
| 11 | Securities - Partnership, LLC, | | | | | | | |
| | or trust interests | | | | | | | |
| 12 | Securities - Miscellaneous | | ~~~ | | | | | |
| 13 | Qualified conservation | | | | | | | |
| | contribution - Historic | | | | | | | |
| | structures | | | | | | | |
| 14 | Qualified conservation | | | | | | | |
| | contribution - Other | | **** | | | | | |
| 15 | Real estate - Residential | | | | | | | |
| 16 | Real estate - Commercial | | | | | | | |
| 17 | Real estate - Other | | | : | | | | |
| 18 | Collectibles, | | - w . | | | | | |
| 19 20 | Food inventory | | | | | | | |
| | Drugs and medical supplies | | | | | | | |
| 21 22 | Taxidermy | | *************************************** | | | | | |
| 23 | | | | | | | · | |
| 23 24 | Scientific specimens Archeological artifacts | | *************************************** | | | | | |
| 25 | | | | | | | | |
| 26 | Other ►() Other ►() | | | | | | | |
| 27 | Other ►() | | | | | | | |
| 28 | Other ►() | | *************************************** | | <u> </u> | | | |
| 29 | Number of Forms 8283 received | by the oras | anization during the tay w | ear for contributions for | | | | |
| | which the organization completed F | | | | 29 | | | |
| | milen the organization completed t | 0 0200, 1 | arriv, bonce nonnowicag | Cilicin | | | Yes | No |
| 30a | During the year, did the organizati | ion receive | by contribution any proper | rty reported in Part I line: | s 1 through | | | |
| | 28, that it must hold for at least th | | | | | | | |
| | to be used for exempt purposes for | | | | | 30a | | Х |
| b | If "Yes," describe the arrangement is | | 5 | | | | | |
| 31 | Does the organization have a | | ance policy that require | s the review of anv | nonstandard | | ļ | |
| | contributions? | | | | | 31 | Х | |
| 32a | Does the organization hire or use | | | | | \neg | | |
| | contributions? | | | | | 32a | | Х |
| b | If "Yes," describe in Part II. | - ^ - | | | | | | |
| 33 | If the organization didn't report an | amount in c | olumn (c) for a type of pro | perty for which column (a) | is checked. | | | |
| | describe in Part II. | | | - (-) | | | | |

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule M (Form 990) (2017)

Part II

Page 2

Supplemental Information. Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

PART I, COLUMN (B)

THIS REPRESENTS THE NUMBER OF CONTRIBUTIONS RECEIVED.

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.

Department of the Treasury Internal Revenue Service

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

Employer identification number

13-3104537

OMB No. 1545-0047

Name of the organization

HETRICK-MARTIN INSTITUTE, INC.

FORM 990, PART VI, SECTION B, LINE 11B

HETRICK MARTIN INSTITUTE PROVIDED A COPY VIA EMAIL TO THE FINANCE

COMMITTEE AND THE BOARD OF DIRECTORS FOR REVIEW AND FEEDBACK. ANY

CORRECTIONS OR CONCERNS ARE ADDRESSED BEFORE IT IS FILED WITH THE

IRS.

FORM 990, PART VI, SECTION B, LINE 12C

A CONFLICT OF INTEREST POLICY IS DISTRIBUTED TO BOARD MEMBERS AND

OFFICERS UPON JOINING HMI. THIS POLICY IS REVIEWED ON AN ANNUAL

BASIS. IN ADDITION TO THE POLICY, EACH MEMBER AND OFFICER IS REQUIRED

TO DISCLOSE ANY ACQUIRED OR PROSPECTIVE DEALINGS WHICH WOULD CREATE A

CONFLICT. IF A PERSON HAS A CONFLICT, BOARD MEMBERS REPORT IT TO THE

CO-CHAIRS OF THE BOARD, AND EMPLOYEES NOTIFY THE EXECUTIVE DIRECTOR.

AFTER THAT, THE PERSON IS EXCLUDED FROM THE DELIBERATIONS RELEVANT TO

THE CONFLICT.

FORM 990, PART VI, SECTION B, LINE 15A

THE CEO'S SALARY IS DETERMINED BY THE THE BOARD WHICH USES COMPARATIVE

DATA OF THE INDUSTRY, SALARY SURVEYS, AND OTHER ORGANIZATIONS FORM 990'S.

IT WAS LAST DONE ON 12/31/16.

FORM 990, PART VI, SECTION C, LINE 19
ALL DISCLOSURE DOCUMENTS ARE MADE AVAILABLE UPON REQUEST.

FORM 990, PART XII, LINE 2C

THE PROCESS HAS NOT CHANGED FROM THE PREVIOUS YEAR.

ATTACHMENT 1

FORM 990, PART III, LINE 1 - ORGANIZATION'S MISSION

THE HETRICK-MARTIN INSTITUTE (HMI) BELIEVES ALL YOUNG PEOPLE,

REGARDLESS OF SEXUAL ORIENTATION OR IDENTITY, DESERVE A SAFE AND

SUPPORTIVE ENVIRONMENT IN WHICH TO ACHIEVE THEIR FULL POTENTIAL.

HETRICK-MARTIN CREATES THIS ENVIRONMENT FOR LESBIAN, GAY, BISEXUAL,

TRANSGENDER AND QUESTIONING (LGBTQ) YOUTH BETWEEN THE AGES OF 13 - 21

AND THEIR FAMILIES.

ATTACHMENT 2

FORM 990, PART III - PROGRAM SERVICE, LINE 4A

LARGEST NON-PROFIT AGENCY SERVING LESBIAN, GAY, BISEXUAL,

TRANSGENDER AND QUESTIONING (LGBTQ) YOUNG PEOPLE FOR MORE THAN 35

YEARS. DURING FY18, HMI SERVED MORE THAN 2000 YOUTH MEMBERS AND

THEIR FAMILIES FROM OVER 300 ZIP CODES IN NEW YORK CITY, NEW

JERSEY AND BEYOND. THOSE MEMBERS RECEIVED SERVICES ON A CONTINUUM

RANGING FROM LONGER TERM INTENSIVE SERVICES, FOCUSED COUNSELING

AND TREATMENT OF SUBSTANCE USE AND/OR DEPRESSION TO CRITICAL

ONE-TIME SERVICES SUCH AS HIV/STI TESTING, HSE ASSESSMENT OR

LINKAGE TO CARE. THROUGH OUR STREET OUTREACH TO HOMELESS YOUTH,

PRESENTATIONS, AND PRESENTATIONS TO SCHOOLS AND COMMUNITY OUTREACH

EVENTS, HMI REACHED MORE THAN 8000 YOUTH. WE HAVE ONE OF THE

LARGEST MEAL PROGRAMS FOR LGBTQ YOUTH IN THE NATION, SERVING

NEARLY 8000 HOT MEALS LAST YEAR. OUR HEADOUARTERS IS BASED IN NEW

Name of the organization
HETRICK-MARTIN INSTITUTE, INC.

Employer identification number 13-3104537

ATTACHMENT 2 (CONT'D)

YORK CITY AND WE ALSO HAVE A PROGRAM SITE IN NEW JERSEY. WE ARE A NATIONAL ORGANIZATION, PROVIDING BEST PRACTICES AND LGBTQ TRAINING TO OTHER ORGANIZATIONS, GOVERNMENT AGENCIES AND ADVOCATES ACROSS THE NATION AND WORLD THROUGH THE CENTER FOR LGBTQ YOUTH ADVOCACY AND CAPACITY BUILDING.

ATTACHMENT 3

990, PART VII- COMPENSATION OF THE FIVE HIGHEST PAID IND. CONTRACTORS

NAME AND ADDRESS

DESCRIPTION OF SERVICES

COMPENSATION

SORAYA E ELCOCK 190 MILL DAM ROAD CENTER PORT, NY 11721 CONSULTANT

114,485.

HETRICK-MARTIN INSTITUTE, INC.

13-3104537

SCHEDULE R (Form 990)

Related Organizations and Unrelated Partnerships

► Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37. Attach to Form 990.

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

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service Name of the organization

HETRICK-MARTIN INSTITUTE, INC.

13-3104537

| | (a) Name, address, and EIN (if applicable) of disregarded entity | Р | (b) rimary activity | (c) Legal domicile (state or foreign country) | (d) Total income | (e) End-of-year assets | (f) Direct controlling entity |
|---------|---|---|------------------------|---|---------------------|---------------------------|-------------------------------|
| (1) | | | | | | | |
| (2) | | | | | | | |
| (3) | | | | | | | |
| (4) | | | | | | | |
| (5) | | | | | | | |
| (6) | | | | | | | |
| Part II | Identification of Related Tax-Exempt Organizations. one or more related tax-exempt organizations during the | Complete if the org ne tax year. | anization answ | ered "Yes" on Fo | rm 990, Part IV, | line 34, because | e it had |
| | (a) | (b) | (c) | (d) | (a) | (6) | (a) |

| | · | 7 | | | | |
|-------------------------|---|--|---|---|--|--|
| (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c)(3)) | (f) Direct controlling entity | Section 5 | g) 512(b)(13) rolled tity? |
| | | | | | Yes | No |
| | | | | | | |
| SVC PROVIDER | NJ | 501(C)(3) | LINE 7 | N/A | | X |
| | | | | | | |
| | | | | | | |
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| - | | | | | | |
| | Primary activity | (b) (c) Primary activity Legal domicile (state or foreign country) | (b) (c) (d) Primary activity Legal domicile (state or foreign country) Exempt Code section | (b) (c) (d) (e) Primary activity Legal domicile (state or foreign country) Exempt Code section (if section 501(c)(3)) | (b) (c) Legal domicile (state or foreign country) (f) Exempt Code section (if section 501(c)(3)) (f) Exempt Code sectio | (b) (c) Legal domicile (state or foreign country) (d) Exempt Code section Public charity status (if section 501(c)(3)) (f) Direct controlling entity (e) Public charity status (if section 501(c)(3)) (f) Public charity status (if secti |

| For f | Paperwork | Reduction | Act Notic | e, see | the | Instructions | for Form | 990 |
|-------|-----------|-----------|-----------|--------|-----|--------------|----------|-----|
|-------|-----------|-----------|-----------|--------|-----|--------------|----------|-----|

Schedule R (Form 990) 2017

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| Part III Identification of Relation because it had one or | ted Organizations more related org | s Taxabl anization | e as a Partners | hip. Complete if the | organization a | nswered "Yes" | on | Forn | n 990, Part IV, | line | 34, | |
|---|---------------------------------------|---|-------------------------------------|---|---------------------------------|--|--------|---------------------------|---|------|---------------------------------|--------------------------------|
| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Direct controlling entity | (e) Predominant income (related, unrelated, excluded from tax under sections 512 - 514) | (f) Share of total income | (g) Share of end-of- year assets | Dispro | h) portonale atons? | (i) Code V - UBI amount in box 20 of Schedule K-1 (Form 1065) | Gene | j) eral or aging ther? | (k) Percentage ownership |
| | | | | 000000000000000000000000000000000000000 | | | Yes | No | | Yes | Νo | |
| (1) | | | | | | | | | | | | |
| (2) | | | | | | | | | | | | |
| (3) | | | | | | | | | | | | |
| (4) | | | | | | | | | | | | |
| (5) | | | | | | | | | | | | |
| (6) | | | | | | | | | | | | |
| (7) | | | | | | | | | | | | |

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

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (e) Type of entity (C corp. S corp. or trust) | (f) Share of total income | (g) Share of end-of-year assets | (h) Percentage ownership | (i) Section 512(b)(1 controlle entity? |
|--|-------------------------|--|---|---------------------------------|---------------------------------------|--------------------------------|--|
| (1) | | | | | | | Yes No |
| (2) | _ | | | | | | |
| (3) | | | | | | | |
| (4) | | | | | | | |
| (5) | | | | | | | |
| (6) | | | | | | | |
| (7) | - | | | | | | |

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Schedule R (Form 990) 2017

Page 3

| Par | Transactions With Related Organizations. Complete if the organization answered "Y | es" on Form 990, Pa | rt IV, line 34, 35b, or 36. | | | | |
|-----|--|---------------------------|---|---------------------|--------------|--------|---------------------|
| Not | te: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule. | | | | \neg | Yes | No |
| 1 | During the tax year, did the organization engage in any of the following transactions with one or more | related organizations li | sted in Parts II-IV? | Γ | | \neg | |
| а | Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity. | | | Ī | 1a | | X |
| þ | Gift, grant, or capital contribution to related organization(s) | | | | 1b | | X |
| C | Gift, grant, or capital contribution from related organization(s) | | | | 1c | | X |
| d | Loans or loan guarantees to or for related organization(s) | | | | 1d | | X |
| e | Loans or loan guarantees by related organization(s) | | | | 1e | | Х |
| | | | | 1 | 1f | | Х |
| g | Sale of assets to related organization(s). | | | | 1g | -+ | -:- |
| h | Purchase of assets from related organization(s). | | | · · · · · · | 1h | | - <u>X</u> |
| i | Exchange of assets with related organization(s), | | • | } | 1i | | - X |
| i | Lease of facilities, equipment, or other assets to related organization(s). | | | | 1j | | |
| , | cease of racinities, equipment, of other assets to related organization(s) | | | • • • • • • | " | | |
| Ł | lease of facilities, equipment, or other assets from related organization(a) | | | | 41. | | Х |
| î | Lease of facilities, equipment, or other assets from related organization(s) | | | • • • • • • | 1k 11 | | $\frac{x}{x}$ |
| | Performance of services or membership or fundraising solicitations for related organization(s) | | | | 1m | | $\frac{\lambda}{X}$ |
| n | Performance of services or membership or fundraising solicitations by related organization(s). | | • | | | х | |
| | Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) | | • | | 1n | X | |
| ٠ | Sharing of paid employees with related organization(s) | | • | • • • • • | 10 | | |
| D | Reimbursement paid to related organization(s) for expenses | | | İ | | | Х |
| q | | | | | 1p | | $\frac{\lambda}{X}$ |
| ч | reclimbulaciment paid by related organization(s) for expenses | | • | • • • • • | 1q | | |
| | Other transfer of each or property to related assessments (a) | | | | . | х | |
| , | Other transfer of cash or property to related organization(s) | | • • • • • • • • • • • • • • • • | • • • • • - | 1r | | X |
| 2 | If the answer to any of the above is "Yes," see the instructions for information on who must complete | this line including cove | ared relationships and trans | action throat | 1s | | |
| | (a) | (b) | (c) | | roias (d) | ·. | |
| - | Name of related organization | Transaction type (a-s) | Amount involved | Method of amount | deter | | g |
| (1) | | | | | | | |
| (2) | | | | | ••••• | | |
| (3) | | | | | | | |
| | | | | | | | |
| (4) | | | | | | | |
| (5) | | | | | ··· | | |
| (6) | | | | | | | |
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Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

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.

| (a) Name, address, and EIN of entity | (b) (c Primary activity Legal d (state or coun | | (d) Predominant income (related, varielated, excluded tom from tax under the companizations? (e) Predominant Are all partners section 501(c)(3) organizations? | | (f) Share of total income | (g) Share of end-of-year assets | (h) Disproportionate allocations? | | (I) Code V - UBI amount in box 20 of Schedule K-1 (Form 1065) | General or managing partner? | | (k) Percentage ownership | |
|---|---|--|---|-----|---------------------------------|--|---|-----|---|------------------------------------|-----|--------------------------------|--|
| | | | sections 512-514) | Yes | No | | | Yes | No | | Yes | No | |
| (1) | | | | | | | | | | | | | |
| (2) | | | | | | | | | | | | | |
| (3) | | | | | | | | | | | | | |
| (4) | | | | | | | | | | | | | |
| (5) | | | | | | | | | | | | | |
| (6) | | | | | | | | | | | | | |
| (7) | | | | | | | | | | | | | |
| (8) | | | | | | *************************************** | | | | | | | |
| (9) | | | | | | | | ļ | | | | | |
| (10) | | | | | | | | | | | | | |
| (11) | | | | | | | | | | | | | |
| (12) | | | | | | | | | | | | | |
| (13) | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| (14) | _ | | | | | | | | | | | | |
| (15) | | | | | | | | | | | | | |
| (16) | _ | | | | | | | | | | | | |

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Part VII Supplemental Information
Provide additional information for responses to questions on Schedule R. See instructions.