

Return of Organization Exempt From Income Tax

2005

Department of the Treasury
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

Open to Public Inspection

The organization may have to use a copy of this return to satisfy state reporting requirements.

A For the 2005 calendar year, or tax year beginning SEP 1, 2005 **and ending** AUG 31, 2006

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	Please use IRS label or print or type. See Specific Instructions.	C Name of organization NATIONAL WILDLIFE FEDERATION		D Employer identification number 53-0204616
		Number and street (or P.O. box if mail is not delivered to street address) Room/suite 11100 WILDLIFE CENTER DR		E Telephone number (703) 438-6000
		City or town, state or country, and ZIP + 4 RESTON, VA 20190-5362		F Accounting method: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other (specify)
		• Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).		H and I are not applicable to section 527 organizations. H(a) Is this a group return for affiliates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) If "Yes," enter number of affiliates <u>N/A</u> H(c) Are all affiliates included? <u>N/A</u> <input type="checkbox"/> Yes <input type="checkbox"/> No (If "No," attach a list.) H(d) Is this a separate return filed by an organization covered by a group ruling? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No I Group Exemption Number <u>N/A</u>

G Website: WWW.NWF.ORG

J Organization type (check only one) 501(c) (3) (insert no.) 4947(a)(1) or 527

K Check here if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS; but if the organization chooses to file a return, be sure to file a complete return. **Some states require a complete return.**

L Gross receipts: Add lines 6b, 8b, 9b, and 10b to line 12 123,958,480.

M Check if the organization is **not** required to attach Sch. B (Form 990, 990-EZ, or 990-PF).

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances

Revenue	1	Contributions, gifts, grants, and similar amounts received:				
	a	Direct public support	1a	45,865,706.		
	b	Indirect public support	1b	4,215,670.		
	c	Government contributions (grants)	1c	188,695.		
	d	Total (add lines 1a through 1c) (cash \$ <u>50,270,071.</u>)	1d	50,270,071.		
	2	Program service revenue including government fees and contracts (from Part VII, line 93)	2	546,194.		
	3	Membership dues and assessments	3	19,738,597.		
	4	Interest on savings and temporary cash investments	4	1,927.		
	5	Dividends and interest from securities	5	93,192.		
	6 a	Gross rents <u>SEE STATEMENT 1</u>	6a	81,428.		
	b	Less: rental expenses	6b			
	c	Net rental income or (loss) (subtract line 6b from line 6a)	6c	81,428.		
7	Other investment income (describe)	7				
Revenue	8 a	Gross amount from sales of assets other than inventory	(A) Securities	(B) Other		
			968,675.	8a	9,674,417.	
	b	Less: cost or other basis and sales expenses	1,152,986.	8b	11,376,230.	
	c	Gain or (loss) (attach schedule)	-184,311.	8c	-1,701,813.	
d	Net gain or (loss) (combine line 8c, columns (A) and (B)) <u>STMT 2</u> <u>STMT 3</u>	8d	-1,886,124.			
9	Special events and activities (attach schedule). If any amount is from gaming, check here <input type="checkbox"/>					
a	Gross revenue (not including \$ of contributions reported on line 1a)	9a				
b	Less: direct expenses other than fundraising expenses	9b				
c	Net income or (loss) from special events (subtract line 9b from line 9a)	9c				
Revenue	10 a	Gross sales of inventory, less returns and allowances	10a	38,790,097.		
	b	Less: cost of goods sold <u>STATEMENT 5</u>	10b	13,848,103.		
	c	Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a) <u>STMT 4</u>	10c	24,941,994.		
11	Other revenue (from Part VII, line 103)	11	3,793,882.			
12	Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)	12	97,581,161.			
Expenses	13	Program services (from line 44, column (B))	13	83,243,569.		
	14	Management and general (from line 44, column (C))	14	5,841,747.		
	15	Fundraising (from line 44, column (D))	15	10,557,339.		
	16	Payments to affiliates (attach schedule)	16			
	17	Total expenses (add lines 16 and 44, column (A))	17	99,642,655.		
Net Assets	18	Excess or (deficit) for the year (subtract line 17 from line 12)	18	-2,061,494.		
	19	Net assets or fund balances at beginning of year (from line 73, column (A))	19	-4,536,445.		
	20	Other changes in net assets or fund balances (attach explanation) <u>SEE STATEMENT 6</u>	20	-1,028,421.		
	21	Net assets or fund balances at end of year (combine lines 18, 19, and 20)	21	-7,626,360.		

Part II Statement of Functional Expenses

All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others.

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22 Grants and allocations (attach schedule) ... (cash \$ <u>1,259,451.</u> , noncash \$ <u>0.</u>) If this amount includes foreign grants, check here <input type="checkbox"/>	22	1,259,451.	1,259,451.	STATEMENT 9	
23 Specific assistance to individuals (attach schedule)	23				
24 Benefits paid to or for members (attach schedule)	24				
25 Compensation of officers, directors, etc. **	25	1,180,272.	399,325.	619,065.	161,882.
26 Other salaries and wages	26	22,490,543.	18,377,517.	1,833,214.	2,279,812.
27 Pension plan contributions	27	622,305.	497,222.	60,427.	64,656.
28 Other employee benefits	28	2,479,741.	1,953,640.	272,055.	254,046.
29 Payroll taxes	29	1,914,179.	1,529,430.	185,868.	198,881.
30 Professional fundraising fees	30	1,726,098.			1,726,098.
31 Accounting fees	31	123,404.	92,355.	5,689.	25,360.
32 Legal fees	32	184,311.	139,788.	12,123.	32,400.
33 Supplies	33	181,501.	142,316.	19,672.	19,513.
34 Telephone	34	949,429.	781,340.	82,335.	85,754.
35 Postage and shipping	35	19,684,294.	17,503,275.	411,402.	1,769,617.
36 Occupancy	36	1,973,016.	1,614,673.	176,282.	182,061.
37 Equipment rental and maintenance	37	983,037.	823,097.	77,170.	82,770.
38 Printing and publications	38	8,202,528.	7,393,759.	132,061.	676,708.
39 Travel	39	1,824,334.	1,412,796.	227,477.	184,061.
40 Conferences, conventions, and meetings ...	40	632,293.	503,622.	65,071.	63,600.
41 Interest	41	1,564,006.	1,221,958.	172,979.	169,069.
42 Depreciation, depletion, etc. (attach schedule)	42	1,520,336.	1,275,452.	118,170.	126,714.
43 Other expenses not covered above (itemize):					
a	43a				
b	43b				
c	43c				
d	43d				
e	43e				
f	43f				
g SEE STATEMENT 7	43g	30,147,577.	26,322,553.	1,370,687.	2,454,337.
44 Total functional expenses. Add lines 22 through 43. (Organizations completing columns (B)-(D), carry these totals to lines 13-15)	44	99,642,655.	83,243,569.	5,841,747.	10,557,339.

Joint Costs. Check if you are following SOP 98-2.

Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? Yes No
 If "Yes," enter (i) the aggregate amount of these joint costs \$ 17973179.; (ii) the amount allocated to Program services \$ 10743658.; (iii) the amount allocated to Management and general \$ 1,133,180.; and (iv) the amount allocated to Fundraising \$ 6,096,341.

** SEE STATEMENT 8

Part V-A Current Officers, Directors, Trustees, and Key Employees (continued) **Yes No**

75 a Enter the total number of officers, directors, and trustees permitted to vote on organization business at board meetings **30**

b Are any officers, directors, trustees, or key employees listed in Form 990, Part V-A, or highest compensated employees listed in Schedule A, Part I, or highest compensated professional and other independent contractors listed in Schedule A, Part II-A or II-B, related to each other through family or business relationships? If "Yes," attach a statement that identifies the individuals and explains the relationship(s) **75b X**

c Do any officers, directors, trustees, or key employees listed in Form 990, Part V-A, or highest compensated employees listed in Schedule A, Part I, or highest compensated professional and other independent contractors listed in Schedule A, Part II-A or II-B, receive compensation from any other organizations, whether tax exempt or taxable, that are related to this organization through common supervision or common control? **75c X**

Note. Related organizations include section 509(a)(3) supporting organizations.
If "Yes," attach a statement that identifies the individuals, explains the relationship between this organization and the other organization(s), and describes the compensation arrangements, including amounts paid to each individual by each related organization.

d Does the organization have a written conflict of interest policy? **75d X**

Part V-B Former Officers, Directors, Trustees, and Key Employees That Received Compensation or Other Benefits (If any former officer, director, trustee, or key employee received compensation or other benefits (described below) during the year, list that person below and enter the amount of compensation or other benefits in the appropriate column. See the instructions.)

(A) Name and address	(B) Loans and Advances	(C) Compensation	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
LAWRENCE J. AMON (FORMER OFFICER) 11100 WILDLIFE CENTER DRIVE RESTON, VA 20190	0.	96,987.	8,311.	0.
PAULA DELGIUDICE (FORMER DIRECTOR) 11100 WILDLIFE CENTER DRIVE RESTON, VA 20190	0.	74,659.	14,466.	44.
EILEEN MORGAN JOHNSON (FORMER OFFICER) 11100 WILDLIFE CENTER DRIVE RESTON, VA 20190	0.	24,024.	340.	0.
LAWRENCE J. AMON WAS AN OFFICER FROM 1996 TO 2006. PAULA DELGIUDICE WAS A MEMBER OF THE BOARD OF DIRECTORS FROM 1992 TO 2002. EILEEN MORGAN JOHNSON WAS AN OFFICER FROM 1986 TO 2005.				

Part VI Other Information (See the instructions.) **Yes No**

76 Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity **76 X**

77 Were any changes made in the organizing or governing documents but not reported to the IRS? **77 X**
If "Yes," attach a conformed copy of the changes.

78 a Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return? **78a X**
b If "Yes," has it filed a tax return on Form 990-T for this year? **78b X**

79 Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," attach a statement **79 X**

80 a Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc., to any other exempt or nonexempt organization? **80a X**
b If "Yes," enter the name of the organization **SEE STATEMENT 24** and check whether it is exempt or nonexempt

81 a Enter direct or indirect political expenditures. (See line 81 instructions.) **81a 0.**
b Did the organization file Form 1120-POL for this year? **81b X**

Part VI Other Information (continued)

82 a Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?
82 b If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II.
83 a Did the organization comply with the public inspection requirements for returns and exemption applications?
83 b Did the organization comply with the disclosure requirements relating to quid pro quo contributions?
84 a Did the organization solicit any contributions or gifts that were not tax deductible?
84 b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?
85 501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?
85 b Did the organization make only in-house lobbying expenditures of \$2,000 or less?
85 c Dues, assessments, and similar amounts from members
85 d Section 162(e) lobbying and political expenditures
85 e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices
85 f Taxable amount of lobbying and political expenditures (line 85d less 85e)
85 g Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?
85 h If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?
86 501(c)(7) organizations. Enter: a Initiation fees and capital contributions included on line 12
86 b Gross receipts, included on line 12, for public use of club facilities
87 501(c)(12) organizations. Enter: a Gross income from members or shareholders
87 b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)
88 At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3?
89 a 501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under: section 4911
89 b 501(c)(3) and 501(c)(4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year?
90 a List the states with which a copy of this return is filed
90 b Number of employees employed in the pay period that includes March 12, 2005
91 a The books are in care of
91 b At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)?
91 c At any time during the calendar year, did the organization maintain an office outside of the United States?
92 Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041- Check here and enter the amount of tax-exempt interest received or accrued during the tax year

Table with 2 columns: Yes, No. Row 91b: Yes, No. Row 91c: Yes, No.

Part VII Analysis of Income-Producing Activities (See the instructions.)

Note: Enter gross amounts unless otherwise indicated.

	Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclu- sion code	(D) Amount	
93 Program service revenue:					
a REGISTRATION FEES					157,962.
b LITIGATION FEES					384,573.
c OTHER REVENUE					3,659.
d _____					
e _____					
f Medicare/Medicaid payments					
g Fees and contracts from government agencies ...					
94 Membership dues and assessments					19,738,597.
95 Interest on savings and temporary cash investments ...			14	1,927.	
96 Dividends and interest from securities			14	93,192.	
97 Net rental income or (loss) from real estate:					
a debt-financed property					
b not debt-financed property			16	81,428.	
98 Net rental income or (loss) from personal property					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory			18	-1,886,124.	
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					24,941,994.
103 Other revenue:					
a SEE STATEMENT 26		499,968.		3,211,699.	82,215.
b _____					
c _____					
d _____					
e _____					
104 Subtotal (add columns (B), (D), and (E))		499,968.		1,502,122.	45,309,000.
105 Total (add line 104, columns (B), (D), and (E))					47,311,090.

Note: Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I.

Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes (See the instructions.)

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes).
▼	SEE STATEMENT 27

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities (See the instructions.)

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
N/A	%			
	%			
	%			
	%			

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See the instructions.)

- (a) Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? Yes No
- (b) Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? Yes No

Note: If "Yes" to (b), file Form 8870 and Form 4720 (see instructions).

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

Please Sign Here: Dulce Gomez-Zormelo Signature of officer Date: 4/9/07 **DULCE M. GOMEZ-ZORMELO, TREASU** Type or print name and title.

Paid Preparer's Use Only: Preparer's signature: [Signature] Date: 4/3/07 Check if self-employed: Preparer's SSN or PTIN: _____
 Firm's name (or yours if self-employed), address, and ZIP + 4: **BDO SEIDMAN, LLP**
7101 WISCONSIN AVE., SUITE 800
BETHESDA, MD 20814-4827
 Phone no.: **(301) 654-4900**

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Organization Exempt Under Section 501(c)(3)

(Except Private Foundation) and Section 501(e), 501(f), 501(k),
501(n), or 4947(a)(1) Nonexempt Charitable Trust

Supplementary Information-(See separate instructions.)
▶ **MUST be completed by the above organizations and attached to their Form 990 or 990-EZ**

OMB No. 1545-0047

2005

Name of the organization: **NATIONAL WILDLIFE FEDERATION** Employer identification number: **53 0204616**

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees

(See page 1 of the instructions. List each one. If there are none, enter "None.")

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
<u>ALAN W. EVANS</u> 11100 WILDLIFE CENTER DRIVE, RESTON,	SR. VP FOR DEVELOPME 40.00	180,001.	2,612.	917.
<u>THOMAS W. SIDAR</u> 11100 WILDLIFE CENTER DRIVE, RESTON,	SR. VP MERCHANDISE 40.00	170,532.	9,505.	624.
<u>JAMES S. LYON</u> 11100 WILDLIFE CENTER DRIVE, RESTON,	SR. VP FOR CONSERVAT 40.00	151,109.	21,937.	274.
<u>KAREN B. KRESS</u> 11100 WILDLIFE CENTER DRIVE, RESTON,	VP FOR DEVELOPMENT 40.00	150,533.	2,871.	800.
<u>KEVIN J. COYLE</u> 11100 WILDLIFE CENTER DRIVE, RESTON,	VP FOR EDUCATION 40.00	143,662.	6,045.	1,218.
Total number of other employees paid over \$50,000	▶ 181			

Part II-A Compensation of the Five Highest Paid Independent Contractors for Professional Services

(See page 2 of the instructions. List each one (whether individuals or firms). If there are none, enter "None.")

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
<u>DONOR SERVICES GROUP</u> 11500 OLYMPIC BLVD. # 540, LOS ANGELES, CA 90064	PROFESSIONAL FUNDRAISER	646,803.
<u>SHARE GROUP, INC.</u> 99 DOVER STREET, SOMERVILLE, MA 02114	PROFESSIONAL FUNDRAISER	377,947.
<u>BDO SEIDMAN</u> 7101 WISCONSIN AVE, SUITE 800, BETHESDA, MD 20814	ACCOUNTING & AUDITING	134,845.
<u>STATE STREET GLOBAL ADVISORS</u> ONE LINCOLN ST, BOSTON, MA 02111	INVESTMENT MANAGEMENT	93,716.
<u>SEYFARTH & SHAW</u> 815 CONNECTICUT AVE, NW, SUITE 500, WASHINGTON, D	LEGAL SERVICES	65,818.
Total number of others receiving over \$50,000 for professional services	▶ 2	

Part II-B Compensation of the Five Highest Paid Independent Contractors for Other Services

(List each contractor who performed services other than professional services, whether individuals or firms. If there are none, enter "None." See page 2 of the instructions.)

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
<u>COMMUNICATION DATA SERVICES</u> P.O. BOX 360, DES MOINES, IA 50302	FULFILLMENT/ LETTERSHP OUTSOU	1,987,658.
<u>MERKLE MAILING SERVICES</u> PO BOX 64897, BALTIMORE, MD 21264-4897	DATABASE DEV & MGMT; STRATEGIC S	847,690.
<u>MILLARD GROUP, INC.</u> 10 VOSE FARM RD, PETERBOROUGH, NH 03458-0890	LIST MANAGEMENT	463,707.
<u>NAMES IN THE NEWS</u> 1300 CLAY ST, 11TH FLOOR, OAKLAND, CA 94612-1429	LIST MANAGEMENT	442,765.
<u>DIRECT MAIL PROCESSORS</u> 1150 CONRAD COURT, HAGERSTOWN, MD 21740	FULFILMENT/ DATA ENTRY OUTSOURCE	345,468.
Total number of other contractors receiving over \$50,000 for other services	▶ 26	