

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

2017

Open to Public Inspection

Form **990**

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

▶ Do not enter Social Security numbers on this form as it may be made public.
▶ Information about Form 990 and its instructions is at www.irs.gov/form990.

Department of the Treasury
Internal Revenue Service

A For the 2017 calendar year, or tax year beginning , 2017, and ending , 20

| | | |
|---|---|---|
| B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending | C Name of organization FREEDOM PARTNERS CHAMBER OF COMMERCE, INC. | D Employer identification number 45-3732750 |
| | Doing Business As | |
| | E Telephone number (571) 898-2958 | |
| | F Name and address of principal officer: MARK HOLDEN 2200 WILSON BLVD STE 102-533 ARLINGTON, VA 22201 | |
| | G Gross receipts \$ 127,599,478. | |
| I Tax-exempt status: <input type="checkbox"/> 501(c)(3) <input checked="" type="checkbox"/> 501(c)(6) ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527 | | |
| J Website: ▶ WWW.FREEDOMPARTNERS.ORG | | |
| K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶ | | |
| L Year of formation: 2011 M State of legal domicile: DE | | |

Part I Summary

| | | | | |
|------------------------------------|--|--|----------------------------------|---------------------|
| Activities & Governance | 1 | Briefly describe the organization's mission or most significant activities: FREEDOM PARTNERS CHAMBER OF COMMERCE ADVANCES ITS MEMBERS' COMMON BUSINESS INTERESTS BY PROMOTING ECONOMIC FREEDOM AND IMPROVING BUSINESS CONDITIONS IN THE (SEE SCHEDULE O) | | |
| | 2 | Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets. | | |
| | 3 | Number of voting members of the governing body (Part VI, line 1a) | 3 | 9. |
| | 4 | Number of independent voting members of the governing body (Part VI, line 1b) | 4 | 7. |
| | 5 | Total number of individuals employed in calendar year 2017 (Part V, line 2a) | 5 | 143. |
| | 6 | Total number of volunteers (estimate if necessary) | 6 | 0. |
| | 7a | Total unrelated business revenue from Part VIII, column (C), line 12 | 7a | 3,079,535. |
| 7b | Net unrelated business taxable income from Form 990-T, line 34 | 7b | 225,057. | |
| Revenue | | | Prior Year | Current Year |
| | 8 | Contributions and grants (Part VIII, line 1h) | 1,197,990. | 539,000. |
| | 9 | Program service revenue (Part VIII, line 2g) | 144,622,126. | 123,621,192. |
| | 10 | Investment income (Part VIII, column (A), lines 3, 4, and 7d) | 224,153. | 113,730. |
| | 11 | Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) | 707,822. | 3,092,752. |
| | 12 | Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 146,752,091. | 127,366,674. |
| Expenses | 13 | Grants and similar amounts paid (Part IX, column (A), lines 1-3) | 77,566,000. | 48,730,000. |
| | 14 | Benefits paid to or for members (Part IX, column (A), line 4) | 0. | 0. |
| | 15 | Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) | 24,553,613. | 24,894,263. |
| | 16a | Professional fundraising fees (Part IX, column (A), line 11e) | 0. | 0. |
| | b | Total fundraising expenses (Part IX, column (D), line 25) ▶ | 0. | |
| | 17 | Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) | 23,479,280. | 41,639,453. |
| | 18 | Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) | 125,598,893. | 115,263,716. |
| Net Assets or Fund Balances | 19 | Revenue less expenses. Subtract line 18 from line 12 | 21,153,198. | 12,102,958. |
| | | | Beginning of Current Year | End of Year |
| | 20 | Total assets (Part X, line 16) | 48,197,404. | 62,620,538. |
| | 21 | Total liabilities (Part X, line 26) | 7,562,806. | 9,121,702. |
| 22 | Net assets or fund balances. Subtract line 21 from line 20 | 40,634,598. | 53,498,836. | |

Part II Signature Block

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

| | | | | |
|-------------------------------|---|-------------------------------|--------------------|--|
| Sign Here | Signature of officer _____ | Date _____ | | |
| | Type or print name and title _____ | | | |
| Paid Preparer Use Only | Print/Type preparer's name MICHAEL J ENGLE | Preparer's signature _____ | Date 11/15/2018 | Check <input type="checkbox"/> if self-employed PTIN P00482834 |
| | Firm's name ▶ BKD, LLP | | | Firm's EIN ▶ 44-0160260 |
| | Firm's address ▶ 1201 WALNUT, SUITE 1700 KANSAS CITY, MO 64106-2246 | | | Phone no. 816-221-6300 |

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

For Paperwork Reduction Act Notice, see the separate instructions.

Form **990** (2017)

Part III Statement of Program Service Accomplishments

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

- 1 Briefly describe the organization's mission: FREEDOM PARTNERS CHAMBER OF COMMERCE ADVANCES ITS MEMBERS' COMMON BUSINESS INTERESTS BY PROMOTING ECONOMIC FREEDOM AND IMPROVING BUSINESS CONDITIONS IN THE UNITED STATES, THEREBY INCREASING OPPORTUNITY, INNOVATION, (SEE SCHEDULE O)
2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [] Yes [X] No
3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [] Yes [X] No
4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ including grants of \$) (Revenue \$)
SUPPORTED BROAD-BASED COALITIONS TO ADVANCE FREE MARKETS AND A FREE SOCIETY.

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)
EDUCATED THE PUBLIC AND CONDUCTED PUBLIC COMMUNICATIONS TO INCREASE THE LEVEL OF PUBLIC DEBATE ABOUT KEY ISSUES AFFECTING AMERICAN BUSINESS, ECONOMIC INNOVATION, COMPETITIVENESS, AND THE ROLE OF GOVERNMENT IN A FREE SOCIETY.

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)
CONDUCTED RESEARCH AND POLLING ON VARIOUS POLICIES AND PROPOSALS AFFECTING THE COMMON BUSINESS INTERESTS OF ITS MEMBERS TO EFFECTIVELY PRESENT THE AMERICAN PUBLIC AND POLICY MAKERS WITH REASONED ALTERNATIVES AND POSITIVE POLICY SUGGESTIONS THAT WILL PROMOTE INNOVATION AND IMPROVE BUSINESS CONDITIONS FOR ITS MEMBERS. MEMBERS.

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

4e Total program service expenses

Part IV Checklist of Required Schedules

| | Yes | No |
|--|-----|----|
| 1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A.</i> | | X |
| 2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)? | X | |
| 3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I.</i> | X | |
| 4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II.</i> | | |
| 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? <i>If "Yes," complete Schedule C, Part III.</i> | X | |
| 6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I.</i> | | X |
| 7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II.</i> | | X |
| 8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III.</i> | | 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? <i>If "Yes," complete Schedule D, Part IV.</i> | | X |
| 10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V.</i> | | 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. | | |
| a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI.</i> | X | |
| 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? <i>If "Yes," complete Schedule D, Part VII.</i> | X | |
| c Did the organization report an amount for investments-program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII.</i> | | 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? <i>If "Yes," complete Schedule D, Part IX.</i> | | X |
| e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X.</i> | | X |
| f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X.</i> | | X |
| 12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII.</i> | | X |
| b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional.</i> | | X |
| 13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E.</i> | | X |
| 14a Did the organization maintain an office, employees, or agents outside of the United States?. | | X |
| b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV.</i> | | X |
| 15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV.</i> | | X |
| 16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV.</i> | | X |
| 17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i> (see instructions). | | X |
| 18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II.</i> | | X |
| 19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III.</i> | | X |

Part IV Checklist of Required Schedules (continued)

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

Part V Statements Regarding Other IRS Filings and Tax Compliance

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

Table with columns for line numbers (1a-14b), descriptions, and Yes/No checkboxes. Includes sections for backup withholding, employee reporting, foreign accounts, prohibited transactions, and charitable contributions.

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. Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 4 columns: Question, Yes, No. Rows include: 1a (Voting members), 1b (Independent members), 2 (Family/Business relationships), 3 (Management delegation), 4-6 (Document changes, Asset diversion, Members), 7a-b (Member powers), 8a-b (Meeting documentation), 9 (Unreachable officer).

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

Table with 4 columns: Question, Yes, No. Rows include: 10a-b (Local chapters/policies), 11a-b (Form 990 distribution), 12a-c (Conflict of interest policy), 13-14 (Whistleblower/Retention policies), 15a-b (Compensation review), 16a-b (Joint venture arrangements).

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed
18 Section 6104 requires an organization to make its 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.
19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20 State the name, address, and telephone number of the person who possesses the organization's books and records:

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

Check if Schedule O contains a response or note to any line in this Part VII.

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 hours for related organizations below dotted line) | (C) Position (do not check more than one box, unless person is both an officer and a director/trustee) | | | | | | (D) Reportable compensation from the organization (W-2/1099-MISC) | (E) Reportable compensation from related organizations (W-2/1099-MISC) | (F) Estimated amount of other compensation from the organization and related organizations |
|--|--|--|-----------------------|---------|--------------|------------------------------|----------|--|---|---|
| | | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | | | |
| (1)KELLY BULLOCH DIRECTOR | 1.00 0. | X | | | | | 102,943. | 0. | 0. | |
| (2)KEVIN GENTRY DIRECTOR | 1.00 0. | X | | | | | 0. | 0. | 0. | |
| (3)DALE GIBBENS DIRECTOR | 1.00 0. | X | | | | | 0. | 0. | 0. | |
| (4)MARK HOLDEN PRESIDENT | 30.00 1.00 | X | | X | | | 0. | 0. | 0. | |
| (5)NESTOR WEIGAND, JR. DIRECTOR | 1.00 0. | X | | | | | 0. | 0. | 0. | |
| (6)BRIAN HOOKS DIRECTOR | 1.00 0. | X | | | | | 0. | 0. | 0. | |
| (7)RANDY LAIR DIRECTOR | 1.00 0. | X | | | | | 102,912. | 0. | 0. | |
| (8)CY NOBLES DIRECTOR | 1.00 0. | X | | | | | 0. | 0. | 0. | |
| (9)NANCY PFOTENHAUER DIRECTOR | 1.00 0. | X | | | | | 0. | 0. | 0. | |
| (10)ROBERT HEATON CFO/TREASURER | 50.00 5.00 | | | X | | | 374,547. | 0. | 40,008. | |
| (11)EMILY SEIDEL DIRECTOR AND EXECUTIVE VP | 50.00 1.00 | | | X | | | 188,763. | 0. | 36,925. | |
| (12)NICHOLAS DUNN VP OF DEVELOPMENT | 50.00 0. | | | | | X | 340,547. | 0. | 29,130. | |
| (13)MICHAEL LANZARA VP MEMBER RELATIONS | 50.00 0. | | | | | X | 795,294. | 0. | 39,978. | |
| (14)KIMBERLY WOLFF SR VP OF STRATEGIC DEVELOPMENT | 50.00 5.00 | | | | | X | 385,462. | 0. | 21,978. | |

Part VIII Statement of Revenue

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

| | | | (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 | Federated campaigns | 1a | | | | | |
| | b | Membership dues | 1b | | | | | |
| | c | Fundraising events | 1c | | | | | |
| | d | Related organizations | 1d | | | | | |
| | e | Government grants (contributions) | 1e | | | | | |
| | f | All other contributions, gifts, grants, and similar amounts not included above | 1f | 539,000. | | | | |
| | g | Noncash contributions included in lines 1a-1f: \$ | | | | | | |
| | h | Total. Add lines 1a-1f ▶ | | 539,000. | | | | |
| Program Service Revenue | 2a | MEMBERSHIP DUES | Business Code 900099 | 123,621,192. | 123,621,192. | | | |
| | b | | | | | | | |
| | c | | | | | | | |
| | d | | | | | | | |
| | e | | | | | | | |
| | f | All other program service revenue | | | | | | |
| | g | Total. Add lines 2a-2f ▶ | | 123,621,192. | | | | |
| Other Revenue | 3 | Investment income (including dividends, interest, and other similar amounts). ▶ | | 124,419. | | 124,419. | | |
| | 4 | Income from investment of tax-exempt bond proceeds ▶ | | 0. | | | | |
| | 5 | Royalties ▶ | | 0. | | | | |
| | 6a | Gross rents | (i) Real | 176,195. | | | | |
| | | | (ii) Personal | | | | | |
| | | | b | Less: rental expenses | 243,493. | | | |
| | | | c | Rental income or (loss) | -67,298. | | | |
| | d | Net rental income or (loss) ▶ | | -67,298. | | -67,298. | | |
| | 7a | Gross amount from sales of assets other than inventory | (i) Securities | | | | | |
| | | | (ii) Other | | | | | |
| | | | b | Less: cost or other basis and sales expenses | -10,689. | | | |
| | | | c | Gain or (loss) | 10,689. | | | |
| | d | Net gain or (loss) ▶ | | -10,689. | | -10,689. | | |
| | 8a | Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18 a | | | | | | |
| | b | Less: direct expenses b | | | | | | |
| | c | Net income or (loss) from fundraising events ▶ | | 0. | | | | |
| | 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 | Less: cost of goods sold b | | | | | | | |
| c | Net income or (loss) from sales of inventory ▶ | | 0. | | | | | |
| Miscellaneous Revenue | | | Business Code | | | | | |
| 11a | FEE INCOME | 900099 | 39,000. | | 39,000. | | | |
| b | SEMINARS | 900099 | 80,515. | | | 80,515. | | |
| c | SERVICES & BENEFITS | 900099 | 3,040,535. | | 3,040,535. | | | |
| d | All other revenue | 900099 | | | | | | |
| e | Total. Add lines 11a-11d ▶ | | 3,160,050. | | | | | |
| 12 | Total revenue. See instructions. ▶ | | 127,366,674. | 123,621,192. | 3,079,535. | 126,947. | | |

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

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

| Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII. | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraising expenses |
|--|-----------------------|---------------------------------|--|-----------------------------|
| 1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 | 48,730,000. | | | |
| 2 Grants and other assistance to domestic individuals. See Part IV, line 22 | 0. | | | |
| 3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 | 0. | | | |
| 4 Benefits paid to or for members | 0. | | | |
| 5 Compensation of current officers, directors, trustees, and key employees | 846,098. | | | |
| 6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) | 0. | | | |
| 7 Other salaries and wages | 17,866,856. | | | |
| 8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) | 585,495. | | | |
| 9 Other employee benefits | 4,398,028. | | | |
| 10 Payroll taxes | 1,197,786. | | | |
| 11 Fees for services (non-employees): | | | | |
| a Management | 0. | | | |
| b Legal | 31,826. | | | |
| c Accounting | 156,447. | | | |
| d Lobbying | 0. | | | |
| e Professional fundraising services. See Part IV, line 17. | 0. | | | |
| f Investment management fees | 0. | | | |
| g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.) <u>ATCH 2</u> | 27,085,931. | | | |
| 12 Advertising and promotion | 35,304. | | | |
| 13 Office expenses | 827,673. | | | |
| 14 Information technology | 187,339. | | | |
| 15 Royalties | 0. | | | |
| 16 Occupancy | 4,667,330. | | | |
| 17 Travel | 1,869,715. | | | |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials | 0. | | | |
| 19 Conferences, conventions, and meetings | 2,141,020. | | | |
| 20 Interest | 0. | | | |
| 21 Payments to affiliates | 0. | | | |
| 22 Depreciation, depletion, and amortization | 1,561,462. | | | |
| 23 Insurance | 626,816. | | | |
| 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 <u>LICENSE FEES</u> | 1,477,348. | | | |
| b <u>PROCESSING FEES</u> | 49,496. | | | |
| c <u>EQUIPMENT RENTAL/MAINTENANCE</u> | 55,593. | | | |
| d <u>REGISTRATION FEES</u> | 113,405. | | | |
| e All other expenses _____ | 752,748. | | | |
| 25 Total functional expenses. Add lines 1 through 24e | 115,263,716. | | | |
| 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 <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) | 0. | | | |

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X.

| | | (A) Beginning of year | | (B) End of year | |
|-----------------------------|---|---|----------------|--------------------|-------------|
| Assets | 1 | Cash - non-interest-bearing | 16,742,777. | 1 | 42,518,204. |
| | 2 | Savings and temporary cash investments | 678,943. | 2 | 250,248. |
| | 3 | Pledges and grants receivable, net | 0. | 3 | 0. |
| | 4 | Accounts receivable, net | 926,621. | 4 | 3,675,073. |
| | 5 | Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L | 0. | 5 | 0. |
| | 6 | Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L | 0. | 6 | 0. |
| | 7 | Notes and loans receivable, net | 0. | 7 | 0. |
| | 8 | Inventories for sale or use | 0. | 8 | 0. |
| | 9 | Prepaid expenses and deferred charges | 1,279,589. | 9 | 2,598,625. |
| | 10a | Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D | 10a 6,969,400. | | |
| | b | Less: accumulated depreciation | 10b 4,596,791. | | |
| | | | 3,805,771. | 10c | 2,372,609. |
| | 11 | Investments - publicly traded securities | 19,838. | 11 | 3,648,868. |
| | 12 | Investments - other securities. See Part IV, line 11 | 24,714,962. | 12 | 7,556,911. |
| | 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 | 28,903. | 15 | 0. | |
| 16 | Total assets. Add lines 1 through 15 (must equal line 34) | 48,197,404. | 16 | 62,620,538. | |
| Liabilities | 17 | Accounts payable and accrued expenses | 7,562,806. | 17 | 9,121,702. |
| | 18 | Grants payable | 0. | 18 | 0. |
| | 19 | Deferred revenue | 0. | 19 | 0. |
| | 20 | Tax-exempt bond liabilities | 0. | 20 | 0. |
| | 21 | Escrow or custodial account liability. Complete Part IV of Schedule D | 0. | 21 | 0. |
| | 22 | Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L | 0. | 22 | 0. |
| | 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 | 0. | 25 | 0. |
| | 26 | Total liabilities. Add lines 17 through 25 | 7,562,806. | 26 | 9,121,702. |
| Net Assets or Fund Balances | Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34. | | | | |
| | 27 | Unrestricted net assets | 40,634,598. | 27 | 53,498,836. |
| | 28 | Temporarily restricted net assets | 0. | 28 | 0. |
| | 29 | Permanently restricted net assets | 0. | 29 | 0. |
| | Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34. | | | | |
| | 30 | Capital stock or trust principal, or current funds | | 30 | |
| | 31 | Paid-in or capital surplus, or land, building, or equipment fund | | 31 | |
| | 32 | Retained earnings, endowment, accumulated income, or other funds | | 32 | |
| 33 | Total net assets or fund balances | 40,634,598. | 33 | 53,498,836. | |
| 34 | Total liabilities and net assets/fund balances | 48,197,404. | 34 | 62,620,538. | |

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI.

| | | | |
|----|--|----|--------------|
| 1 | Total revenue (must equal Part VIII, column (A), line 12) | 1 | 127,366,674. |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | 115,263,716. |
| 3 | Revenue less expenses. Subtract line 2 from line 1 | 3 | 12,102,958. |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | 40,634,598. |
| 5 | Net unrealized gains (losses) on investments | 5 | 147. |
| 6 | Donated services and use of facilities | 6 | 0. |
| 7 | Investment expenses | 7 | 0. |
| 8 | Prior period adjustments | 8 | -1,051,262. |
| 9 | Other changes in net assets or fund balances (explain in Schedule O) | 9 | 1,812,395. |
| 10 | Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B)) | 10 | 53,498,836. |

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII.

- 1 Accounting method used to prepare the Form 990: Cash Accrual Other _____
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.
- 2a Were the organization's financial statements compiled or reviewed by an independent accountant?
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:
 Separate basis Consolidated basis Both consolidated and separate basis
- b Were the organization's financial statements audited by an independent accountant?
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:
 Separate basis Consolidated basis Both consolidated and separate basis
- c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.
- 3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?
- b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.

| | Yes | No |
|----|-----|----|
| 2a | | X |
| 2b | | X |
| 2c | | |
| 3a | | X |
| 3b | | |

Form 990 (2017)

SCHEDULE C
(Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

OMB No. 1545-0047

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

2017

Department of the Treasury
Internal Revenue Service

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

Open to Public Inspection

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

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

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

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

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

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

| | |
|--|--|
| Name of organization FREEDOM PARTNERS CHAMBER OF COMMERCE, INC. | Employer identification number 45-3732750 |
|--|--|

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

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. (see instructions for definition of "political campaign activities")
- 2 Political campaign activity expenditures (see instructions) ▶ \$ 1,672,006.
- 3 Volunteer hours for political campaign activities (see instructions)

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

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

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

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities. ▶ \$ 1,672,006.
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities. ▶ \$ _____
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ▶ \$ 1,672,006.
- 4 Did the filing organization file **Form 1120-POL** for this year? Yes No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

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

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

Schedule C (Form 990 or 990-EZ) 2017

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

- A Check if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B Check if the filing organization checked box A and "limited control" provisions apply.

| Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.) | | (a) Filing organization's totals | (b) Affiliated group totals | | | | | | | | | | | | |
|---|---|---|------------------------------------|--------------------|-------------------------------|---|--|---|--|--|---|-------------------|--------------|--|--|
| 1a | Total lobbying expenditures to influence public opinion (grass roots lobbying) | | | | | | | | | | | | | | |
| 1b | Total lobbying expenditures to influence a legislative body (direct lobbying) | | | | | | | | | | | | | | |
| 1c | Total lobbying expenditures (add lines 1a and 1b) | | | | | | | | | | | | | | |
| 1d | Other exempt purpose expenditures | | | | | | | | | | | | | | |
| 1e | Total exempt purpose expenditures (add lines 1c and 1d) | | | | | | | | | | | | | | |
| 1f | Lobbying nontaxable amount. Enter the amount from the following table in both columns. | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 35%;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 65%;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table> | | If the amount on line 1e, column (a) or (b) is: | The lobbying nontaxable amount is: | Not over \$500,000 | 20% of the amount on line 1e. | Over \$500,000 but not over \$1,000,000 | \$100,000 plus 15% of the excess over \$500,000. | Over \$1,000,000 but not over \$1,500,000 | \$175,000 plus 10% of the excess over \$1,000,000. | Over \$1,500,000 but not over \$17,000,000 | \$225,000 plus 5% of the excess over \$1,500,000. | Over \$17,000,000 | \$1,000,000. | | |
| If the amount on line 1e, column (a) or (b) is: | The lobbying nontaxable amount is: | | | | | | | | | | | | | | |
| Not over \$500,000 | 20% of the amount on line 1e. | | | | | | | | | | | | | | |
| Over \$500,000 but not over \$1,000,000 | \$100,000 plus 15% of the excess over \$500,000. | | | | | | | | | | | | | | |
| Over \$1,000,000 but not over \$1,500,000 | \$175,000 plus 10% of the excess over \$1,000,000. | | | | | | | | | | | | | | |
| Over \$1,500,000 but not over \$17,000,000 | \$225,000 plus 5% of the excess over \$1,500,000. | | | | | | | | | | | | | | |
| Over \$17,000,000 | \$1,000,000. | | | | | | | | | | | | | | |
| 1g | Grassroots nontaxable amount (enter 25% of line 1f) | | | | | | | | | | | | | | |
| 1h | Subtract line 1g from line 1a. If zero or less, enter -0- | | | | | | | | | | | | | | |
| 1i | Subtract line 1f from line 1c. If zero or less, enter -0- | | | | | | | | | | | | | | |
| 1j | If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? | <input type="checkbox"/> Yes | <input type="checkbox"/> No | | | | | | | | | | | | |

4-Year Averaging Period Under section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

| Lobbying Expenditures During 4-Year Averaging Period | | | | | |
|--|---|----------|----------|----------|-----------|
| Calendar year (or fiscal year beginning in) | (a) 2014 | (b) 2015 | (c) 2016 | (d) 2017 | (e) Total |
| 2a | Lobbying nontaxable amount | | | | |
| b | Lobbying ceiling amount (150% of line 2a, column (e)) | | | | |
| c | Total lobbying expenditures | | | | |
| d | Grassroots nontaxable amount | | | | |
| e | Grassroots ceiling amount (150% of line 2d, column (e)) | | | | |
| f | Grassroots lobbying expenditures | | | | |

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

Table with 3 main columns: (a) Yes/No, (b) Amount. Rows include: 1 During the year, did the filing organization attempt to influence foreign, national, state or local legislation...; 2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?; 2b If "Yes," enter the amount of any tax incurred under section 4912; 2c If "Yes," enter the amount of any tax incurred by organization managers under section 4912; 2d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?

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

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

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

Table with 2 columns: Question, Amount. Rows include: 1 Dues, assessments and similar amounts from members (123,621,192.); 2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid); 2a Current year (6,091,786.); 2b Carryover from last year; 2c Total (6,091,786.); 3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues (7,555,000.); 4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?; 5 Taxable amount of lobbying and political expenditures (see instructions) (0.).

Part IV Supplemental Information

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

SCHEDULE C, PART I-A, LINE 1

FREEDOM PARTNERS CHAMBER OF COMMERCE PURCHASED POLITICAL ACTIVITY

ADVERTISEMENTS.

Part IV Supplemental Information *(continued)*

SCHEDULE D (Form 990)

Supplemental Financial Statements

OMB No. 1545-0047

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.

2017

Attach to Form 990.

Open to Public Inspection

Department of the Treasury Internal Revenue Service

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

Name of the organization: FREEDOM PARTNERS CHAMBER OF COMMERCE, INC. Employer identification number: 45-3732750

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include total number at end of year, aggregate value of contributions, grants, and end of year. Includes questions about donor advisement and charitable purposes.

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Form for conservation easements including questions about purpose, monitoring, and expenses. Includes a table for 'Held at the End of the Tax Year' with rows 2a-2d.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Form for art and historical treasures including questions about reporting and amounts related to these items.

For Paperwork Reduction Act Notice, see the Instructions for Form 990. Schedule D (Form 990) 2017

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
a Public exhibition
b Scholarly research
c Preservation for future generations
d Loan or exchange programs
e Other
4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?
b If "Yes," explain the arrangement in Part XIII and complete the following table:
Table with columns: Amount, 1c Beginning balance, 1d Additions during the year, 1e Distributions during the year, 1f Ending balance
2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?
b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

- Table with columns: (a) Current year, (b) Prior year, (c) Two years back, (d) Three years back, (e) Four years back
1a Beginning of year balance
b Contributions
c Net investment earnings, gains, and losses
d Grants or scholarships
e Other expenditures for facilities and programs
f Administrative expenses
g End of year balance
2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
a Board designated or quasi-endowment %
b Permanent endowment %
c Temporarily restricted endowment %
3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
(i) unrelated organizations
(ii) related organizations
b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?
4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

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

Part VII Investments - Other Securities.

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

Table with 3 columns: (a) Description of security or category, (b) Book value, (c) Method of valuation. Includes rows for Financial derivatives, Closely-held equity interests, and Other (A-H).

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

Table with 3 columns: (a) Description of investment, (b) Book value, (c) Method of valuation. Includes rows (1) through (9) and a Total line.

Part IX Other Assets.

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

Table with 2 columns: (a) Description, (b) Book value. Includes rows (1) through (9) and a Total line.

Part X Other Liabilities.

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

Table with 2 columns: (a) Description of liability, (b) Book value. Includes rows 1. (1) Federal income taxes through (9) and a Total line.

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

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

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

Table with 5 main rows and sub-rows (a-e) for adjustments. Columns include description, sub-row labels (2a-2d, 4a-4b), and totals (1, 2e, 3, 4c, 5).

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

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

Table with 5 main rows and sub-rows (a-e) for adjustments. Columns include description, sub-row labels (2a-2d, 4a-4b), and totals (1, 2e, 3, 4c, 5).

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Multiple horizontal lines provided for entering supplemental information.

Part XIII Supplemental Information *(continued)*

**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.

OMB No. 1545-0047

2017

**Open to Public
Inspection**

Department of the Treasury
Internal Revenue Service

Name of the organization

FREEDOM PARTNERS CHAMBER OF COMMERCE, INC.

Employer identification number

45-3732750

Part I General Information on Grants and Assistance

- 1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? Yes No
- 2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

| 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 non-cash assistance | (h) Purpose of grant or assistance |
|---|------------|---------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (1) TEXANS FOR EDUCATION OPPORTUNITY PO BOX 341016 AUSTIN, TX 78734 | 81-2538066 | 501 (C) (4) | 330,000. | | | | GENERAL SUPPORT |
| (2) AMERICANS FOR PROSPERITY 1310 N. COURTHOUSE RD ARLINGTON, VA 22201 | 75-3148958 | 501 (C) (4) | 47,500,000. | | | | GENERAL SUPPORT |
| (3) YEM TRUST 1310 N. COURTHOUSE RD ARLINGTON, VA 22201 | 27-2936085 | 501 (C) (4) | 75,000. | | | | GENERAL SUPPORT |
| (4) A NEW MISSOURI INC. 6614 CLAYTON RD #181 | | 501 (C) (4) | 50,000. | | | | GENERAL SUPPORT |
| (5) CLUB FOR GROWTH 2001 L ST NW WASHINGTON, DC 20036 | 20-4681603 | 501 (C) (4) | 175,000. | | | | GENERAL SUPPORT |
| (6) SUSAN B. ANTHONY LIST, INC. 1707 L. ST NW WASHINGTON, DC 20036 | 54-1850126 | 501 (C) (4) | 500,000. | | | | GENERAL SUPPORT |
| (7) DEFENSE PRIORITIES INITIATIVE 3400 COLUMBIA PIKE #335 | 47-5445202 | 501 (C) (4) | 100,000. | | | | GENERAL SUPPORT |
| (8) | | | | | | | |
| (9) | | | | | | | |
| (10) | | | | | | | |
| (11) | | | | | | | |
| (12) | | | | | | | |

- 2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table 7.
- 3 Enter total number of other organizations listed in the line 1 table 7.

Schedule I (Form 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 |
|---------------------------------|--------------------------|--------------------------|-----------------------------------|---|--|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |
| 6 | | | | | |
| 7 | | | | | |

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

SCHEDULE I, PART I, LINE 2

TO SUPPORT THE ORGANIZATION, AS OUTLINED ABOVE, THE ORGANIZATION PROVIDED GENERAL SUPPORT GRANTS TO THE ABOVE GRANTEE WHOSE ACTIVITIES ADVANCE THE ORGANIZATION'S GOALS. ALL GRANTS WERE MADE PURSUANT TO SPECIFIC GRANT LETTER AGREEMENTS, WHICH UNLESS OTHERWISE SPECIFIED, INCLUDED PROHIBITIONS ON THE USE OF THE GRANT FUNDS. EXAMPLES OF PROHIBITED ACTIVITIES ARE ACTIVITIES THAT WOULD VIOLATE FEDERAL, STATE OR LOCAL LAWS, RULES OR REGULATIONS, OR THAT WOULD BE CONSIDERED POLITICAL OR LOBBYING ACTIVITIES UNDER FEDERAL OR STATE LAW. THE GRANT LETTERS ALSO CONTAINED A REVIEW AND MONITORING

FREEDOM PARTNERS CHAMBER OF COMMERCE, INC.

Schedule I (Form 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 |
|---|---------------------------------|--------------------------|--------------------------|-----------------------------------|---|--|
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |
| 6 | | | | | | |
| 7 | | | | | | |

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

PROCEDURE WHICH REQUIRES REPORTS BY GRANTEE ON THE USE OF THE GRANT

FUNDS UPON REQUEST, AND RETURN OF ANY FUNDS USED IN VIOLATION OF THE AGREEMENT.

**SCHEDULE J
(Form 990)**

Department of the Treasury
Internal Revenue Service

Compensation Information

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

- ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
- ▶ Attach to Form 990.
- ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2017

Open to Public Inspection

Name of the organization
FREEDOM PARTNERS CHAMBER OF COMMERCE, INC.

Employer identification number
45-3732750

Part I Questions Regarding Compensation

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.

- | | |
|--|---|
| <input type="checkbox"/> First-class or charter travel | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (such as, maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

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.

- | | |
|---|---|
| <input type="checkbox"/> Compensation committee | <input checked="" type="checkbox"/> Written employment contract |
| <input type="checkbox"/> Independent compensation consultant | <input type="checkbox"/> Compensation survey or study |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- a** Receive a severance payment or change-of-control payment?
 - b** Participate in, or receive payment from, a supplemental nonqualified retirement plan?
 - c** Participate in, or receive payment from, an equity-based compensation arrangement?
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

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:

- a** The organization?
 - b** Any related organization?
- 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:

- a** The organization?
 - b** Any related organization?
- If "Yes" on line 6a or 6b, describe in Part III.

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.

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

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

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

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

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 of W-2 and/or 1099-MISC compensation | | | (C) Retirement and other deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)-(D) | (F) Compensation in column (B) reported as deferred on prior Form 990 |
|---|--|-------------------------------------|-------------------------------------|--|-------------------------|---------------------------------|---|
| | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | | | | |
| 1 ROBERT HEATON CFO/TREASURER | (i) 249,032. (ii) 0. | 125,000. 0. | 515. 0. | 18,000. 0. | 22,008. 0. | 414,555. 0. | |
| 2 EMILY SEIDEL DIRECTOR AND EXECUTIVE VP | (i) 188,763. (ii) 0. | 0. 0. | 0. 0. | 10,904. 0. | 26,021. 0. | 225,688. 0. | |
| 3 NICHOLAS DUNN VP OF DEVELOPMENT | (i) 215,451. (ii) 0. | 125,000. 0. | 96. 0. | 11,385. 0. | 17,745. 0. | 369,677. 0. | |
| 4 MICHAEL LANZARA VP MEMBER RELATIONS | (i) 195,186. (ii) 0. | 600,000. 0. | 108. 0. | 18,000. 0. | 21,978. 0. | 835,272. 0. | |
| 5 KIMBERLY WOLFF SR VP OF STRATEGIC DEVELOPMENT | (i) 285,187. (ii) 0. | 100,000. 0. | 275. 0. | 0. 0. | 21,978. 0. | 407,440. 0. | |
| 6 MARK MCCONNELL VP OF GIFT PLANNING | (i) 188,720. (ii) 0. | 120,000. 0. | 108. 0. | 12,473. 0. | 16,209. 0. | 337,510. 0. | |
| 7 DANIEL SACKS VP OF MEMBER RELATIONS | (i) 148,966. (ii) 0. | 100,000. 0. | 96. 0. | 11,688. 0. | 27,653. 0. | 288,403. 0. | |
| 8 | (i) (ii) (i) (ii) | | | | | | |
| 9 | (i) (ii) | | | | | | |
| 10 | (i) (ii) | | | | | | |
| 11 | (i) (ii) | | | | | | |
| 12 | (i) (ii) | | | | | | |
| 13 | (i) (ii) | | | | | | |
| 14 | (i) (ii) | | | | | | |
| 15 | (i) (ii) | | | | | | |
| 16 | (i) (ii) | | | | | | |

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 O
(Form 990 or 990-EZ)**

Supplemental Information to Form 990 or 990-EZ

OMB No. 1545-0047

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.

2017

**Open to Public
Inspection**

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.

Name of the organization

FREEDOM PARTNERS CHAMBER OF COMMERCE, INC.

Employer identification number

45-3732750

FORM 990, PART I, LINE 1

UNITED STATES, THEREBY INCREASING OPPORTUNITY, INNOVATION, AND PROSPERITY FOR ALL AMERICANS. THE ORGANIZATIONAL MISSION IS TO ADVANCE ITS MEMBERS' COMMON BUSINESS INTERESTS BY ADVANCING THE PRINCIPLES OF FREE MARKETS AND A FREE SOCIETY. THE ORGANIZATION WORKS TO EDUCATE THE PUBLIC AND POLICYMAKERS ABOUT THE BUSINESS AND ECONOMIC IMPACTS OF A BROAD RANGE OF POLICY ISSUES, INCLUDING OVER-REGULATION, GOVERNMENT SPENDING, CRONYISM AND SPECIAL INTEREST HANDOUTS. THE ORGANIZATION BELIEVES THAT BY UNITING AND AMPLIFYING THE DIVERSE ENTREPRENEURIAL AND INNOVATIVE PERSPECTIVES OF ITS MEMBERS, IT WILL IMPROVE BUSINESS CONDITIONS FOR ITS MEMBERS AND EXPAND ECONOMIC OPPORTUNITY FOR ALL AMERICANS.

FORM 990, PART III, LINE 1

AND PROSPERITY FOR ALL AMERICANS. THE ORGANIZATIONAL MISSION IS TO ADVANCE ITS MEMBERS' COMMON BUSINESS INTERESTS BY ADVANCING THE PRINCIPLES OF FREE MARKETS AND A FREE SOCIETY. THE ORGANIZATION WORKS TO EDUCATE THE PUBLIC AND POLICYMAKERS ABOUT THE BUSINESS AND ECONOMIC IMPACT OF A BROAD RANGE OF POLICY ISSUES, INCLUDING OVER-REGULATION, GOVERNMENT SPENDING, CRONYISM AND SPECIAL INTEREST HANDOUTS. THE ORGANIZATION BELIEVES THAT BY UNITING AND AMPLIFYING THE DIVERSE ENTREPRENEURIAL AND INNOVATIVE PERSPECTIVES OF ITS MEMBERS, IT WILL IMPROVE BUSINESS CONDITIONS FOR ITS MEMBERS AND EXPAND ECONOMIC OPPORTUNITY FOR ALL AMERICANS.

Schedule O (Form 990 or 990-EZ) 2017

Name of the organization

FREEDOM PARTNERS CHAMBER OF COMMERCE, INC.

Employer identification number

45-3732750

FORM 990, PART VI, SECTION A, LINE 2

CERTAIN BOARD MEMBERS HAVE BUSINESS RELATIONSHIPS WITH OTHER BOARD MEMBERS.

FORM 990, PART VI, SECTION A, LINE 6

THE ORGANIZATION HAS BOTH VOTING AND AND NON-VOTING MEMBERS. THE MEMBERSHIP BASE REPRESENTS SEVERAL HUNDRED BUSINESSES AND COVERS A DIVERSE RANGE OF INDUSTRIES AND GEOGRAPHIES.

FORM 990, PART VI, SECTION A, LINE 7A

VOTING MEMBERS HAVE THE POWER TO ELECT DIRECTORS.

FORM 990, PART VI, SECTION A, LINE 7B

VOTING MEMBERS HAVE VARIOUS POWERS INCLUDING THE FOLLOWING POWERS: (A) TO AMEND THE BYLAWS AND THE CERTIFICATE OF INCORPORATION; (B) TO APPOINT ADDITIONAL VOTING MEMBERS; (C) TO DISSOLVE THE CORPORATION; AND (D) TO ELECT DIRECTORS AND TO REMOVE DIRECTORS.

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

AN INDEPENDENT ACCOUNTING FIRM PREPARED AND REVIEWED THE FORM 990. A FULL DRAFT OF THE 990 ALONG WITH ALL REQUIRED SCHEDULES IS THEN PROVIDED TO INTERNAL MANAGEMENT AND LEGAL COUNSEL FOR REVIEW. ALL QUESTIONS ARE ADDRESSED AND ANY MODIFICATIONS ARE MADE, IF NECESSARY.

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

DIRECTORS, OFFICERS, AND EMPLOYEES ARE COVERED UNDER THE CONFLICT OF INTEREST POLICY. LEGAL COUNSEL MEETS PERIODICALLY TO REVIEW THE POLICY

| | |
|--|--|
| Name of the organization FREEDOM PARTNERS CHAMBER OF COMMERCE, INC. | Employer identification number 45-3732750 |
|--|--|

AND ANY POTENTIAL CONFLICTS, AS NEEDED.

FORM 990, PART VI, SECTION B, LINE 15A & 15B
 THE ORGANIZATION'S BOARD MEETS TO REVIEW AND APPROVE EXECUTIVE
 COMPENSATION ON AN ANNUAL BASIS. AS DEEMED NECESSARY, THE ORGANIZATION
 MAY ENGAGE A HUMAN RESOURCES CONSULTING ORGANIZATION TO PERFORM A
 COMPENSATION STUDY. THE CONSULTING ORGANIZATION WILL USE DATA FROM
 COMPARABLE NON-PROFITS TO ESTABLISH A REASONABLE COMPENSATION LEVEL FOR
 OFFICERS AND EMPLOYEES. IN ADDITION, THE ORGANIZATION MAY OBTAIN
 PROFESSIONAL OPINIONS OF COUNSEL AS TO WHETHER THE PROPOSED LEVELS OF
 COMPENSATION WOULD BE COMPARABLE AND REFER MATERIAL TO AN INDEPENDENT
 DECISION MAKER.

FORM 990, PART VI, SECTION C, LINE 19
 THE ORGANIZATION MAKES ALL REQUIRED DISCLOSURES AVAILABLE TO THE PUBLIC
 UNDER IRS REGULATIONS.

FORM 990, PART XI, LINE 9
 EQUITY IN EARNINGS OF SUBSIDIARIES \$ 1,812,395

ATTACHMENT 1

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

| <u>NAME AND ADDRESS</u> | <u>DESCRIPTION OF SERVICES</u> | <u>COMPENSATION</u> |
|---|--------------------------------|---------------------|
| IN PURSUIT OF, LLC 2300 WILSON BLVD STE 500 ARLINGTON, VA 22201 | MEDIA | 7,948,382. |
| I360, LLC PO BOX 37046 BALTIMORE, MD 21297 | CONSULTING | 15,608,944. |

| | |
|--|--|
| Name of the organization FREEDOM PARTNERS CHAMBER OF COMMERCE, INC. | Employer identification number 45-3732750 |
|--|--|

ATTACHMENT 1 (CONT'D)

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

| <u>NAME AND ADDRESS</u> | <u>DESCRIPTION OF SERVICES</u> | <u>COMPENSATION</u> |
|---|--------------------------------|---------------------|
| GEORGIA-PACIFIC TELEVISION 1333 PEACHTREE ST NE ATLANTA, GA 30303 | MEDIA | 1,349,965. |
| THE BROADMOOR HOTEL PO BOX 1439 COLORADO SPRINGS, CO 80901 | CONFERENCES | 1,330,615. |
| ZMD LLC 626 E STREET NW STE 200 WASHINGTON, DC 20024 | CONSULTING | 1,995,889. |

ATTACHMENT 2FORM 990, PART IX - OTHER FEES

| <u>DESCRIPTION</u> | (A) <u>TOTAL FEES</u> | (B) <u>PROGRAM SERVICE EXP.</u> | (C) <u>MANAGEMENT AND GENERAL</u> | (D) <u>FUNDRAISING EXPENSES</u> |
|--------------------------------|------------------------------|--|--|--|
| PROF FEES - EQUIP RENT & MAINT | 437,744. | | | |
| PROF FEES - BENEFIT PROCESSING | 36,339. | | | |
| PROFESSIONAL CONSULTING FEES | 6,914,303. | | | |
| PROFESSIONAL FEES - TEMP HELP | 301,080. | | | |
| PROF FEES - DATA COLLECTION | 15,520,028. | | | |
| PROFESSIONAL FEES - RECRUITING | 294,846. | | | |
| PROFESSIONAL FEES - MEDIA PROD | 3,581,591. | | | |
| TOTALS | <u>27,085,931.</u> | | | |

**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.

Department of the Treasury
Internal Revenue Service

Name of the organization

FREEDOM PARTNERS CHAMBER OF COMMERCE, INC.

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

Employer identification number
45-3732750

Open to Public
Inspection

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

| (a) Name, address, and EIN (if applicable) of disregarded entity | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Total income | (e) End-of-year assets | (f) Direct controlling entity |
|---|-------------------------|--|---------------------|---------------------------|----------------------------------|
| (1) AMERICAN ENTREPRENEUR FUND LLC 45-3739538 2300 WILSON BLVD STE 500 ARLINGTON, VA 22201 | PROJECTS | DE | 460,000. | 11,838. | FPCC |
| (2) AMERICAN STRATEGIES GROUP LLC 45-5230496 2300 WILSON BLVD STE 500 ARLINGTON, VA 22201 | OUTREACH | DE | 1,824,895. | 7,570,375. | AEG, LLC |
| (3) FREEDOM PARTNERS SHARED SERVICES 45-5456929 2300 WILSON BLVD STE 500 ARLINGTON, VA 22201 | SUPPORT SVCS | DE | 18,540,018. | 4,846,173. | FPCC |
| (4) THE SEMINAR NETWORK 45-5230162 2300 WILSON BLVD STE 500 ARLINGTON, VA 22201 | MANAGEMENT | DE | 1,899,669. | 7,570,375. | FPCC |
| (5) FREEDOM NETWORK BENEFITS 45-26663979 2300 WILSON BLVD STE 500 ARLINGTON, VA 22201 | BENEFITS | DE | 4,900,000. | 485,113. | FPCC |
| (6) | | | | | |

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c)(3)) | (f) Direct controlling entity | (g) Section 512(b)(13) controlled entity? | |
|---|-------------------------|--|----------------------------|---|----------------------------------|--|----|
| | | | | | | Yes | No |
| (1) FREEDOM PARTNERS ACTION FUND, INC. 47-1065433 2300 WILSON BLVD STE 500 ARLINGTON, VA 22201 | POLITICAL | DE | 527 | | FPCC | | X |
| (2) CAPITOL LEADERS, INC. 47-3438079 2200 WILSON BLVD STE 102-533 ARLINGTON, VA 22201 | PUBLIC ED | DE | 501 (C) (3) | 7 | FPCC | | X |
| (3) | | | | | | | |
| (4) | | | | | | | |
| (5) | | | | | | | |
| (6) | | | | | | | |
| (7) | | | | | | | |

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

Schedule R (Form 990) 2017

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

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Direct controlling entity | (e) Predominant income (related, unrelated, excluded from tax under sections 512 - 514) | (f) Share of total income | (g) Share of end-of-year assets | (h) Disproportionate allocations? | | (i) Code V - UBI amount in box 20 of Schedule K-1 (Form 1065) | (j) General or managing partner? | | (k) Percentage ownership |
|---|-------------------------|--|----------------------------------|--|------------------------------|------------------------------------|--------------------------------------|----|--|-------------------------------------|----|-----------------------------|
| | | | | | | | Yes | No | | Yes | No | |
| (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) | (d) Direct controlling entity | (e) Type of entity (C corp, S corp, or trust) | (f) Share of total income | (g) Share of end-of-year assets | (h) Percentage ownership | (i) Section 512(b)(13) controlled entity? | |
|--|-------------------------|--|----------------------------------|--|------------------------------|------------------------------------|-----------------------------|--|----|
| | | | | | | | | Yes | No |
| (1) CAVHOCO, INC. 2200 WILSON BLVD STE 102-533 ARLINGTON, VA 22201 46-3335308 | HOLDING COMPANY | DE | ASG | C-CORPORATION | 0. | 7,556,905. | 100.0000 | X | |
| (2) DBLDBL INC. 2200 WILSON BLVD STE 102-533 ARLINGTON, VA 22201 46-3325739 | CONSULTING | DE | CAVOHOCO, INC. | C-CORPORATION | 0. | 515,532. | 100.0000 | X | |
| (3) KNSLT, INC. 2200 WILSON BLVD STE 102-533 ARLINGTON, VA 22201 45-3147042 | CONSULTING | DE | CAVOHOCO, INC. | C-CORPORATION | 12,140,705. | 4,079,800. | 100.0000 | X | |
| (4) THOCO 2200 WILSON BLVD STE 102-533 ARLINGTON, VA 22201 45-3149158 | CONSULTING | DE | DBLDBL INC. | C-CORPORATION | 10,596,933. | 2,006. | 100.0000 | X | |
| (5) DEMETER ANALYTICS SERVICES, INC. 2200 WILSON BLVD STE 102-533 ARLINGTON, VA 22201 | CONSULTING | DE | THOCO | C-CORPORATION | 3,104,204. | 0. | 100.0000 | X | |
| (6) | | | | | | | | | |
| (7) | | | | | | | | | |

Schedule R (Form 990) 2017

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

- a Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity.
- b Gift, grant, or capital contribution to related organization(s).
- c Gift, grant, or capital contribution from related organization(s).
- d Loans or loan guarantees to or for related organization(s).
- e Loans or loan guarantees by related organization(s).
- f Dividends from related organization(s).
- g Sale of assets to related organization(s).
- h Purchase of assets from related organization(s).
- i Exchange of assets with related organization(s).
- j Lease of facilities, equipment, or other assets to related organization(s).
- k Lease of facilities, equipment, or other assets from related organization(s).
- l Performance of services or membership or fundraising solicitations for related organization(s).
- m Performance of services or membership or fundraising solicitations by related organization(s).
- n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s).
- o Sharing of paid employees with related organization(s).
- p Reimbursement paid to related organization(s) for expenses.
- q Reimbursement paid by related organization(s) for expenses.
- r Other transfer of cash or property to related organization(s).
- s Other transfer of cash or property from related organization(s).

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

| (a) Name of related organization | (b) Transaction type (a-s) | (c) Amount involved | (d) Method of determining amount involved | Yes | No |
|--------------------------------------|-------------------------------|------------------------|--|-----|----|
| (1) CAVHOCO, INC. | B | 3,114,564. | CASH PAYMENT | | X |
| (2) DEMETER ANALYTICS SERVICES, INC. | L | 217,451. | FMV | | X |
| (3) DEMETER ANALYTICS SERVICES, INC. | M | 15,608,943. | FMV | | X |
| (4) CAVHOCO, INC. | S | 21,298,940. | FMV | | X |
| (5) CAPITOL LEADERS, INC. | Q | 192,255. | CASH PAYMENT | | X |
| (6) | | | | | |

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.

Table with 16 rows and multiple columns: (a) Name, address, and EIN of entity; (b) Primary activity; (c) Legal domicile; (d) Predominant income; (e) 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; (j) General or managing partner?; (k) Percentage ownership.

Part VII **Supplemental Information**

Provide additional information for responses to questions on Schedule R. See instructions.