# **Return of Organization Exempt From Income Tax**

Department of the Treasury Internal Revenue Service

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

OMB No. 1545-0047

Open to Public Inspection

▶ 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.

A F	or th	e 2018	8 calendar year, or tax year begin	ning	, 2018,	and endin	g		,	20			
_			C Name of organization					D Employer ide	entification nu	ımber			
Вс	heck if ap	oplicable:	RAINFOREST ALLIANCE, 1	INC.									
X	Addre		Doing Business As					13-3377	893				
	Name	change	Number and street (or P.O. box if mail is r	not delivered to street address)	1	Room/suite		E Telephone number					
	Initial	return	125 BROAD STREET, 9TH	FLOOR				(212) 67	7-1900				
	Termi	inated	City or town, state or province, country, a	nd ZIP or foreign postal code									
	Amen		NEW YORK, NY 10004					<b>G</b> Gross receipt	s \$ 45	5,271,	,832.		
	Applio pendi		F Name and address of principal officer:	ALIK HINCKSON				H(a) Is this a grou		Yes	X No		
	·		125 BROAD STREET, 9TH	FLOOR, NEW YORK,	NY 10	0004	1	H(b) Are all subordi	I .	Yes	No		
I	Tax-ex	empt sta	atus: X 501(c)(3) 501(c) (	) <b>◀</b> (insert no.) 49	947(a)(1) o	r 52	7	If "No," attac	h a list. (see inst	ructions)			
J	Websi	te: 🕨	WWW.RAINFOREST-ALLIANCE	.ORG				H(c) Group exemp	otion number	<u> </u>			
K	Form o	of organ	ization: X Corporation Trust	Association Other >		L Year of	f formatio	on: 1987 <b>M</b>	State of legal	domicile:	NY		
P	art I		mmary										
	1		describe the organization's mission or					TERSECTION	ON OF BU	JSINES	3S,		
Se		AGR	ICULTURE & FORESTS TO IM	IPROVE LIVES & PRO	OTECT	NATURE	BY						
nan		TRAI	NSFORMING HOW LAND IS US	SED, PRODUCTION OF	F GOOD	S & CON	SUMER	CHOICES	<u>.</u>				
Governance	2		this box 🕨 🔙 if the organization di	•	•				<b>3</b> .				
	3		er of voting members of the governing						3		22.		
وي دي	4		er of independent voting members of tl						4		22.		
itie			number of individuals employed in cale						5		143.		
ctivities &	6	Total r	number of volunteers (estimate if necess	sary)					6		18.		
⋖			unrelated business revenue from Part VI						7a		0.		
	b	Net ur	nrelated business taxable income from F	orm 990-T, line 34					7b		,561.		
								Prior Year		urrent Ye			
Revenue	8		butions and grants (Part VIII, line 1h)		COPY	FOR		8,983,91		6,134			
	9		am service revenue (Part VIII, line 2g) 🚬			SPECTION	-	10,299,27		8,226			
	10		ment income (Part VIII, column (A), line	s 3, 4, and 7d)				47,47		497	$\frac{103}{100}$ .		
	11		revenue (Part VIII, column (A), lines 5,					10 220 66	0.	4 050	0.		
	12		revenue - add lines 8 through 11 (must				-	19,330,66		4,858			
	13		s and similar amounts paid (Part IX, colu					1,847,25	0.	3,125	0,943.		
	14		its paid to or for members (Part IX, colur				-	10,553,43		0 330			
ses	15		es, other compensation, employee bene				-	10,333,43	0. 2	20,339,127 156,770			
Expenses	Toa	Profes	ssional fundraising fees (Part IX, column fundraising expenses (Part IX, column (I	(A), line 11e)	0 035				0.		, , , , , ,		
Ä	17							7,343,72	8 1	5,132	484		
			expenses (Part IX, column (A), lines 11				-	19,744,41		8,754			
			expenses. Add lines 13-17 (must equal				-	-413,74		6,104			
-Se	19	Reven	ue less expenses. Subtract line 18 from	illile IZ		<u> </u>	Beginn	ing of Current Y		nd of Yea			
ets c	20	Total	assets (Part X, line 16)					19,170,84		4,439			
Ass Bal	21		liabilities (Part X, line 26)					12,134,97		0,146			
Net Assets or Fund Balances	22		ssets or fund balances. Subtract line 21					7,035,87		4,292			
	rt II		anature Block	HOHI IIIIC ZO.		<u> </u>		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	-		, , , , , ,		
			of perjury, I declare that I have examined this	s return, including accompanyi	na schedul	es and staten	nents. an	d to the best of	my knowledo	ne and be	lief. it is		
			complete. Declaration of preparer (other than										
								10/3	1/2019				
Sig	ın		Signature of officer					Date					
He	re		ALIK HINCKSON	(	CFO								
			Type or print name and title										
			Type preparer's name	Preparer's signature		Date		Check	if PTIN				
Paid	t	BRAI	D CARUSO	-MV ( /		10/31	/2019			49134			
	parer	Firm's	s name WITHUMSMITH+BROW	N, PC		1 .,			22-20270				
Use	Only		address NONE TOWER CENTER BLVD 14	<del></del> //	J 08816			2	732-828-				
May	the II		cuss this return with the preparer showr							Yes	No		
			Reduction Act Notice, see the separate	, , ,						orm <b>990</b>			

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RAINFOREST ALLIANCE, INC.

For	m 990 (2018) Page <b>2</b>
P	Statement of Program Service Accomplishments
_	Check if Schedule O contains a response or note to any line in this Part III
1	Briefly describe the organization's mission: SEE SCHEDULE O
	SEE SCHEDOLE 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?
	If "Yes," describe these new services on Schedule O.
3	Did the organization cease conducting, or make significant changes in how it conducts, any program
	services?
	If "Yes," describe these changes on Schedule O.
4	Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others,
	the total expenses, and revenue, if any, for each program service reported.
4a	(Code: ) (Expenses \$ 12,190,017. including grants of \$ 2,578,968. ) (Revenue \$ 1,196,849. )
	LANDSCAPES AND LIVELIHOODS (SEE SCHEDULE O)
4b	(Code:) (Expenses \$7,773,604. including grants of \$) (Revenue \$7,026,370. )
	RAINFOREST ALLIANCE CERTIFICATION - RA CERT (SEE SCHEDULE O)
_	
4c	(Code:) (Expenses \$ 6,362,520. including grants of \$) (Revenue \$19,490,576. )
	MARKETS TRANSFORMATION (SEE SCHEDULE 0)
4 - 1	Other program services (Describe in Schedule O.) ATTACHMENT 1
4 <b>d</b>	
40	(Expenses \$ 3,879,962. including grants of \$ 546,975. ) (Revenue \$ 512,461. )  Total program service expenses ▶ 30,206,103.

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Part	IV Checklist of Required Schedules			
			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes,"			
_	complete Schedule A	1	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2	Х	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to			Х
	candidates for public office? If "Yes," complete Schedule C, Part I	3		
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h)		х	
5	election in effect during the tax year? If "Yes," complete Schedule C, Part II	4	21	
3	assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III.	5		Х
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? If			
	"Yes," complete Schedule D, Part I.	6		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? If "Yes," complete Schedule D, Part II	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes,"			
	complete Schedule D, Part III	8		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a			
	custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or			
	debt negotiation services? If "Yes," complete Schedule D, Part IV	9	Х	
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted			
	endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10	Х	
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.			
а	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes,"		v	
	complete Schedule D, Part VI	11a	Х	
b	Did the organization report an amount for investments-other securities in Part X, line 12 that is 5% or more	446		Х
•	of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>	11b		
·	of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		Х
Ч	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets	110		
u	reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d		Х
е	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	Х	
	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses			
	the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f	Х	
12 a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete			
	Schedule D, Parts XI and XII.	12a	Х	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If			
	"Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional .	12b	Х	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		X
	Did the organization maintain an office, employees, or agents outside of the United States?	14a	Х	
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking,			
	fundraising, business, investment, and program service activities outside the United States, or aggregate		-	
	foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV	14b	X	
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or	,	v	
16	for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15	Х	
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	4.	Х	
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on	16	21	
17	Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17	Х	
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on	- '		
	Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	Х	
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a?			
	If "Yes," complete Schedule G, Part III	19		X
20 a	Did the organization operate one or more hospital facilities? <i>If</i> "Yes," <i>complete Schedule H</i>	20a		X
	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
21	Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or			
184	domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21	Х	

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Part	V Checklist of Required Schedules (continued)			
			Yes	No
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? If "Yes," complete Schedule I, Parts I and III	22	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? If "Yes," complete Schedule J	23	X	
24 a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than			
	\$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b			
	through 24d and complete Schedule K. If "No," go to line 25a	24a		Х
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
	Did the organization maintain an escrow account other than a refunding escrow at any time during the year			
_	to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit			
204	transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	25a		Х
h	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior	23a		
D	year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ?			
	If "Yes," complete Schedule L, Part I	256		х
26		25b		- 21
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	0.0		Х
	disqualified persons? If "Yes," complete Schedule L, Part II.	26		^
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			37
	entity or family member of any of these persons? If "Yes," complete Schedule L, Part III	27		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 current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		X
b	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete			
	Schedule L, Part IV	28b		X
С	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof)			
	was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		X
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29	X	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified			
	conservation contributions? If "Yes," complete Schedule M	30		Х
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes,"			
	complete Schedule N, Part II.	32		Х
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? If "Yes," complete Schedule R, Part I.	33	X	
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III,			
	or IV, and Part V, line 1	34	X	
35 a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		Х
	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)? If "Yes," complete Schedule R, Part V, line 2	35b		
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable			
	related organization? If "Yes," complete Schedule R, Part V, line 2	36		Х
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization			
0,	and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		Х
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and	<u> </u>		
55	19? <b>Note.</b> All Form 990 filers are required to complete Schedule O.	38	Х	
Part		30		
ı arı	Check if Schedule O contains a response or note to any line in this Part V			X
	Officer in Octrodule O contains a response of flote to any line in this Part V		Yes	No
4 -	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable 76		169	140
	Enter the number reported in Box of Ferri 1000. Enter of infect applicable 11111111111			
	Enter the number of Fermi V. Ze included in line 14. Enter of infectappination [1]			
С	Did the organization comply with backup withholding rules for reportable payments to vendors and		7.7	
	reportable gaming (gambling) winnings to prize winners?	1c	X	

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Par	t V Statements Regarding Other IRS Filings and Tax Compliance (continued)								
			Yes	No					
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax								
	Statements, filed for the calendar year ending with or within the year covered by this return. 2a 143								
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X						
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).								
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	X						
	<b>b</b> If "Yes," has it filed a Form 990-T for this year? <i>If "No" to line 3b, provide an explanation in Schedule</i> O								
	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)?	4a	X						
b	If "Yes," enter the name of the foreign country: ▶								
	See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).								
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X					
	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X					
	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c							
	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization								
	solicit any contributions that were not tax deductible as charitable contributions?	6a		X					
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or								
	gifts were not tax deductible?	6b							
7	Organizations that may receive deductible contributions under section 170(c).								
а	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods								
	and services provided to the payor?	7a	X						
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	Х						
С	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was								
	required to file Form 8282?	7c		X					
d	If "Yes," indicate the number of Forms 8282 filed during the year								
е	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		X					
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		X					
_	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g							
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?.	7h							
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the								
•	sponsoring organization have excess business holdings at any time during the year?	8							
9	Sponsoring organizations maintaining donor advised funds.	9a							
	Did the sponsoring organization make any taxable distributions under section 4966?	9b							
	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?  Section 501(c)(7) organizations. Enter:	30							
	Initiation fees and capital contributions included on Part VIII, line 12								
a h	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b								
	Section 501(c)(12) organizations. Enter:								
	Gross income from members or shareholders								
	Gross income from other sources (Do not net amounts due or paid to other sources								
~	against amounts due or received from them.)								
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a							
	If "Yes," enter the amount of tax-exempt interest received or accrued during the year								
	Section 501(c)(29) qualified nonprofit health insurance issuers.								
	Is the organization licensed to issue qualified health plans in more than one state?	13a							
	Note. See the instructions for additional information the organization must report on Schedule O.								
b	Enter the amount of reserves the organization is required to maintain by the states in which								
	the organization is licensed to issue qualified health plans								
	Enter the amount of reserves on hand								
	Did the organization receive any payments for indoor tanning services during the tax year?	14a		X					
	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	14b							
15	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or								
	excess parachute payment(s) during the year?	15		X					
	If "Yes," see instructions and file Form 4720, Schedule N.	40		v					
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income?	16		X					
	If "Yes," complete Form 4720, Schedule O.								

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Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a 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 Section A. Governing Body and Management No 2.2 Enter the number of voting members of the governing body at the end of the tax year . . . . If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O. 22 Enter the number of voting members included in line 1a, above, who are independent . . . . Did any officer, director, trustee, or key employee have a family relationship or a business relationship with Χ 2 3 Did the organization delegate control over management duties customarily performed by or under the direct X 3 supervision of officers, directors, or trustees, or key employees to a management company or other person? . . 4 X 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? . . . . . X 5 5 Did the organization become aware during the year of a significant diversion of the organization's assets? . . . . Χ 6 6 Did the organization have members, stockholders, or other persons who had the power to elect or appoint X 7a Are any governance decisions of the organization reserved to (or subject to approval by) members, X 7b Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: 8a X Х 8b Is there any officer, director, trustee, or key employee listed in Part VII. Section A, who cannot be reached at X the organization's mailing address? If "Yes," provide the names and addresses in Schedule O . . . . . . . . . . Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.) No Yes Χ 10a 10a Did the organization have local chapters, branches, or affiliates? b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, Χ 10b affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? . . . Χ 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? . **b** Describe in Schedule O the process, if any, used by the organization to review this Form 990. 12a Χ Were officers, directors, or trustees, and key employees required to disclose annually interests that could give Х 12b c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," 12c Х X 13 13 X 14 14 Did the organization have a written document retention and destruction policy?............ Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? 15a Х Χ 15b If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement Χ 16a b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? Section C. Disclosure ATTACHMENT List the states with which a copy of this Form 990 is required to be filed ▶\_ 17 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A if applicable), 990, and 990-T (Section 501(c) (3)s only) available for public inspection. Indicate how you made these available. Check all that apply. X Upon request Another's website Other (explain in Schedule O)

Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and

State the name, address, and telephone number of the person who possesses the organization's books and records ALIK HINCKSON 125 BROAD STREET, 9TH FLOOR NEW YORK, NY 10004 212-677-1900

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financial statements available to the public during the tax year.

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

#### 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.

	L		Check this box if neither	the organization nor	any related	organization	compensated	any current office	r, 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)  Officer  Officer  Institutional trustee  or director		(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			
					ed				
(1)DANIEL R. KATZ	1.00								
DIRECTOR, BOARD CHAIR	1.00	Х		Х			0.	0.	0.
(2)ANTONIUS VAN DER LAAN	1.00								
DIRECTOR, VICE CHAIR	1.00	Х		Х			0.	0.	0.
(3)PETER M. SCHULTE	1.00								
DIRECTOR, TREASURER	1.00	Х		Х			0.	0.	0.
(4)WENDY GORDON	1.00								
DIRECTOR	1.00	Х					0.	0.	0.
(5)LABEEB M. ABBOUD	1.00								
DIRECTOR	1.00	Х					0.	0.	0.
(6)TASSO AZEVEDO	1.00								
DIRECTOR	1.00	Х					0.	0.	0.
(7)SONILA COOK	1.00								_
DIRECTOR	1.00	X					0.	0.	0.
(8)DANIEL COUVREUR	1.00								
DIRECTOR	1.00	Х					0.	0.	0.
(9)MARILU HERNANDEZ DE BOSOMS	1.00								
DIRECTOR	1.00	X					0.	0.	0.
(10) PETER LEHNER	1.00								
DIRECTOR	1.00	Х					0.	0.	0.
(11)ERIC ROTHENBERG	1.00								
DIRECTOR	1.00	X					0.	0.	0.
(12)KERRI A. SMITH	1.00								
DIRECTOR	1.00	X					0.	0.	0.
(13)ANNEMIEKE WIJN	1.00								
DIRECTOR	1.00	Х					0.	0.	0.
(14)DR. ANURAG PRIYADARSHI	1.00						_	_	_
DIRECTOR	1.00	X					0.	0.	0.

Form **990** (2018)

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Form 990 (2018)										Page <b>8</b>
Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)										
(A) Name and title	(B)  Average hours per week (list any hours for	box,	unle	ss pe	ition more	e than o is both tor/trust	an	(D) Reportable compensation from the	(E) Reportable compensation from related organizations	(F) Estimated amount of other compensation
	related organizations below dotted line)	Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	organization (W-2/1099-MISC)	(W-2/1099-MISC)	from the organization and related organizations
15) DAN HOUSER	1.00									
DIRECTOR	1.00	X						0.	0.	0.
16) JUAN ESTEBAN ORDUZ TRUJILLO	1.00									
DIRECTOR	1.00	Х						0.	0.	0.
17) NALIN K. MIGLANI	1.00									
DIRECTOR	1.00	X						0.	0.	0.
18) NINA HAASE	1.00								_	_
DIRECTOR	1.00	X						0.	0.	0.
19) ANA PAULA DE SOUSA NIMPUNO	1.00									
DIRECTOR	1.00	X						0.	0.	0.
20) STEFANIE MILTENBURG	1.00									
DIRECTOR	1.00	X						0.	0.	0.
21) VANUSIA M. CARNEIRO NOGUEIRA DIRECTOR	1.00	Х						0.	0.	0.
22) SETH COHEN  DIRECTOR	1.00	X						0.	0.	0.
23) ALIK ODINGA HINCKSON	40.00									
CHIEF FINANCIAL OFFICER	1.00			Х				254,798.	0.	31,673.
24) LESLIE PARK  GENERAL COUNSEL & SECRETARY	1.00			х				247,781.	0.	23,396.
25) JOHANNES DE GROOT	40.00									
CHIEF EXECUTIVE OFFICER	1.00			Х				206,789.	47,315.	19,813.
1b Sub-total							<b></b>	0.	0.	0.
c Total from continuation sheets to Part VII, S	ection A						$\blacktriangleright$	2,382,365.	47,315.	258,586.
d Total (add lines 1b and 1c)							<b>&gt;</b>	2,382,365.	47,315.	258,586.
2 Total number of individuals (including but not reportable compensation from the organizatio		hose 26		d at	oove	e) who	re	ceived more than	\$100,000 of	
										Yes No
3 Did the organization list any former office employee on line 1a? If "Yes," complete Sched										3 X
4 For any individual listed on line 1a, is the organization and related organizations gr	sum of rep	ortab	le d	com	per	satior	n ar	nd other compens	sation from the	
individual										4 X
5 Did any person listed on line 1a receive or										
for services rendered to the organization? If "Y										5 X

### **Section B. Independent Contractors**

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

(A) Name and business address	D	(B) escription of services	(C) Compensation
ATTACHMENT 3			

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 in compensation from the organization ▶

Part VII Section A. Officers, Directors, Tru (A)	(B)		•	((				(D)	(E)		(F)
Name and title	Average hours per week (list any hours for related organizations	box,	unles	Pos heck ss pe	ition more rson irect	e than of is both or/trust	an	Reportable compensation from the organization	Reportable compensation from related organizations (W-2/1099-MISC)	Est am c comp fro	timated nount of other pensation om the anization
	below dotted line)	Individual trustee or director	Institutional trustee	er	Key employee	Highest compensated employee	her	(W-2/1099-MISC)		and	d related anizations
6) NIGEL SIZER	40.00										
CHIEF PROGRAM OFFICER	0.				Х			343,823.	0.		38,64
7) SUSAN TRESSLER	40.00										
CHIEF EXT REL OFFICER	0.				Х			198,039.	0.		18,71
8) ALEX MORGAN	40.00										
CHIEF MARKETS OFFICER	0.				Х			156,596.	0.		17,76
9) RIA STOUT	40.00										
CHIEF REGIONAL OFFICER	0.				Х			154,577.	0.		19,85
0) MICHAEL IRA BROWN	40.00										
DIRECTOR OF INST. RELATIONS	0.					Х		138,937.	0.		17,68
1) MOLLY STARK	40.00								_		
ASSOCIATE GENERAL COUNSEL	0.					X		131,407.	0.		7,88
2) SUSAN ARNOT HEANEY	40.00										
DIRECTOR OF MARKETING	0.					Х		131,375.	0.		28,81
3) KIKU LOOMIS	40.00	_				3,		106 000			16 07
INTEGRATION OFFICE DIRECTOR	0.					X		126,208.	0.		16,27
4) ANA PAULA TAVARES  EXECUTIVE VP(DEPARTED 2/2018)	40.00	1				v		202 025	0.		10 07
EXECUTIVE VP(DEPARTED 2/2016)	0.					Х		292,035.	0.		18,07
		-									
4h Cub tatal											
1b Sub-total c Total from continuation sheets to Part VII. S			• •								
d Total (add lines 1b and 1c)	-										
2 Total number of individuals (including but not							o re	ceived more than	\$100 000 of		
reportable compensation from the organization		26		uai	DOV	<i>5)</i> WIII	5 10	cerved more than	ψ100,000 01		
	<u> </u>										Yes N
<b>3</b> Did the organization list any <b>former</b> offic	er directo	r or	tri	icto	•	kov c	mn	lovee or highes	t compensated		100 .
employee on line 1a? If "Yes," complete Schedu										3	
4 For any individual listed on line 1a, is the sorganization and related organizations great individual.	eater than	\$15	50,0	00?	' If	"Yes	5,"	complete Schedu	le J for such	4	Х
5 Did any person listed on line 1a receive or											
for services rendered to the organization? <i>If "Ye</i>										5	
Section B. Independent Contractors	,	201					,				
•	pensated i	ndene	ende	ent o	con	tracto	rs t	hat received more	e than \$100.000 o	f	
Complete this table for your five highest com compensation from the organization. Report of year.											ıx

(A) Name and business address	(B) Description of services	<b>(C)</b> Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 in compensation from the organization ▶

Form 990 (2018)

RAINFOREST ALLIANCE, INC.

#### Part VIII Statement of Revenue

(B) Total revenue Related or Unrelated Revenue exempt business excluded from tax function revenue under sections revenue 512-514 Contributions, Gifts, Grants and Other Similar Amounts 1b Membership dues 645,375. Fundraising events d Related organizations 1d 6,853,673 1e Government grants (contributions) . . f All other contributions, gifts, grants, 8,635,921 and similar amounts not included above 1f 34,740. g Noncash contributions included in lines 1a-1f: \$ \_ Total. Add lines 1a-1f 16,134,969 Program Service Revenue **Business Code** CERTIFICATION FEES 541900 7,026,370 7,026,370 541900 1,625,322 1,625,322 CONTRACT INCOME h 900099 PARTICIPATION AGREEMENT REVENUE/ROYALTY 19,470,886. 19,470,886. 900099 OTHER PROGRAM INCOME 79,939 79,939 900099 TRAINING FFES 23,739 23,739 All other program service revenue 28,226,256. Total. Add lines 2a-2f . Investment income (including dividends, interest, 127,348 127,348 0. Income from investment of tax-exempt bond proceeds . 5 0. (i) Real (ii) Personal 111,625. 6a Gross rents 111,625. **b** Less: rental expenses c Rental income or (loss) **d** Net rental income or (loss) (i) Securities (ii) Other 7a Gross amount from sales of 34,740. 370,360. assets other than inventory **b** Less: cost or other basis 35,345. and sales expenses . . . . -605. 370,360 c Gain or (loss) 369,755 369.755. Gross income from fundraising Other Revenue 645,375. events (not including \$ \_ of contributions reported on line 1c). 266,534 See Part IV, line 18 . . . . . . . . . . . a **b** Less: direct expenses c Net income or (loss) from fundraising events 9a Gross income from gaming activities. See Part IV, line 19 . . . . . . . . . . a 0. **b** Less: direct expenses c Net income or (loss) from gaming activities.\_\_\_\_\_ 10a Gross sales of inventory, less returns and allowances Ω **b** Less: cost of goods sold Net income or (loss) from sales of inventory Miscellaneous Revenue **Business Code** 11a **d** All other revenue 0. e Total. Add lines 11a-11d 44,858,328. 28,226,256 497,103. Total revenue. See instructions.

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# 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).

000	Check if Schedule O contains a response or note to any line in this Part IX										
<u>Do</u>	not include amounts reported on lines 6b, 7b,		(B)								
	9b, and 10b of Part VIII.	(A) Total expenses	Program service expenses	(C) Management and general expenses	<b>(D)</b> Fundraising expenses						
	Grants and other assistance to domestic organizations		5/ps/1005	gonoral expenses	<i></i>						
	and domestic governments. See Part IV, line 21	372,099.	372,099.								
2	Grants and other assistance to domestic										
	individuals. See Part IV, line 22	20,000.	20,000.								
3	Grants and other assistance to foreign										
	organizations, foreign governments, and foreign										
	individuals. See Part IV, lines 15 and 16	2,733,844.	2,733,844.								
4	Benefits paid to or for members	0.									
5	Compensation of current officers, directors,	1,584,100.	642,922.	941,178.							
_	trustees, and key employees	1,304,100.	042,722.	741,170.							
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	14,003,290.	9,905,031.	2,456,830.	1,641,429.						
	Pension plan accruals and contributions (include										
Ū	section 401(k) and 403(b) employer contributions)	426,455.	288,581.	92,966.	44,908.						
9	Other employee benefits	3,103,890.	2,100,396.	676,639.	326,855.						
10	Payroll taxes	1,221,392.	826,513.	266,260.	128,619.						
11	Fees for services (non-employees):										
а	Management	0.									
b	Legal	261,229.	173,010.	73,700.	14,519.						
	Accounting	45,261.	40,126.	2,002.	3,133.						
	l Lobbying	0. 156,770.			156,770.						
	Professional fundraising services. See Part IV, line 17.	130,770.			130,770.						
	Investment management fees	0.									
ç	I Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.) $\overset{ATCH}{4}$	5,537,627.	5,254,958.	210,550.	72,119.						
12	(A) amount, list line 11g expenses on Schedule O.).  Advertising and promotion	222,327.	48,003.	613.	173,711.						
13	Office expenses	799,604.	522,972.	82,215.	194,417.						
14	Information technology	939,917.	765,411.	48,318.	126,188.						
15	Royalties	0.									
16	Occupancy	1,677,778.	1,512,461.	31,606.	133,711.						
17	Travel	2,486,303.	2,080,863.	335,336.	70,104.						
18	Payments of travel or entertainment expenses	_									
	for any federal, state, or local public officials	0.	74.574	6.466	1 000						
19	Conferences, conventions, and meetings	82,969.	74,574.	6,466.	1,929.						
20	Interest	0.									
21	Payments to affiliates	922,920.	911,807.	2,041.	9,072.						
22	Depreciation, depletion, and amortization	257,151.	225,148.	12,476.	19,527.						
23 24	Insurance Other expenses Itemize expenses not covered	23,,131.	223,110.	12,170.	17,547.						
24	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.)										
а	WORKSHOPS	467,178.	418,716.	45,351.	3,111.						
b	MEMBERSHIP/DUES/SUBSCRIPTION	229,888.	183,667.	17,693.	28,528.						
•	BAD DEBT EXPENSE	654,165.	602,202.	51,963.							
c	OTHER EXPENSES	548,167.	502,799.	13,083.	32,285.						
	All other expenses	20 754 204	20 206 102	F 267 206	2 100 025						
	Total functional expenses. Add lines 1 through 24e  Joint costs. Complete this line only if the	38,754,324.	30,206,103.	5,367,286.	3,180,935.						
20	organization reported in column (B) joint costs from a combined educational campaign and										
	fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720)	0.									
_	10110Willing 0.01 30-2 (A.0.0 300-120)	0.			Form <b>990</b> (2018)						

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#### **Balance Sheet** Part X (A) Beginning of year End of year 6,632,165. 7,614,181. Cash - non-interest-bearing 1 10,154. 521,404. Savings and temporary cash investments 2 2 2,755,381. 4,582,895. 3 Pledges and grants receivable, net 3 2,753,353. 6,819,561. 4 4 Accounts receivable, net 5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L Loans and other receivables from other disqualified persons (as defined under section 0. 0. 5 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 0. 6 Notes and loans receivable, net 0. 0. 7 0. Ο. Inventories for sale or use 8 Prepaid expenses and deferred charges . . . . . . ATCH 5 . . . 529,453. 666,289. 9 **10a** Land, buildings, and equipment: cost or 1,333,986. 10a other basis. Complete Part VI of Schedule D 971,775. 456,204. 362,211. 10c Investments - publicly traded securities ATCH 6 3,990,548. 2,661,689. 11 11 92,761. 26,946. Investments - other securities. See Part IV, line 11 12 12 Investments - program-related. See Part IV, line 11 Λ 13 13 1,600,000. 800,000. 14 14 350,828. 384,474. Other assets. See Part IV, line 11 15 15 19,170,847. 24,439,650. 16 Total assets. Add lines 1 through 15 (must equal line 34) . . . . . . . . . 16 5,931,142. 6,181,060. 17 17 847,981. 18 945,931. 18 1,057,849. 1,656,341. 19 19 0. 20 20 Escrow or custodial account liability. Complete Part IV of Schedule D 0. 1,850,374. 21 21 22 Loans and other payables to current and former officers, directors, Liabilities trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L 0. 0. 22 0. Secured mortgages and notes payable to unrelated third parties 0. 23 23 Unsecured notes and loans payable to unrelated third parties 0. 0. 24 24 25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X 2,197,710. 25 1,613,382. of Schedule D Total liabilities. Add lines 17 through 25...... 12,134,974. 10,146,796. 26 26 Organizations that follow SFAS 117 (ASC 958), check here 🕨 🔀 and complete lines 27 through 29, and lines 33 and 34. **Fund Balances** Unrestricted net assets 27 2,548,811. 27 9,668,290. Temporarily restricted net assets 3,487,062. 3,624,564. 28 28 29 1,000,000. 1,000,000. 29 Organizations that do not follow SFAS 117 (ASC 958), check here ō complete lines 30 through 34. Capital stock or trust principal, or current funds Assets 30 30 Paid-in or capital surplus, or land, building, or equipment fund 31 31 Retained earnings, endowment, accumulated income, or other funds 32 32 Net Total net assets or fund balances 7,035,873. 14,292,854. 33 33 Total liabilities and net assets/fund balances 19,170,847. 24,439,650. 34 34

Form **990** (2018)

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RAINFOREST ALLIANCE, INC.

orm 9	90 (2018)				Pa	ge IZ
Part	XI Reconciliation of Net Assets					
	Check if Schedule O contains a response or note to any line in this Part XI					X
1	Total revenue (must equal Part VIII, column (A), line 12)	1		44,8	58,3	328.
2	Total expenses (must equal Part IX, column (A), line 25)	2	3	38,7	54,3	324.
3	Revenue less expenses. Subtract line 2 from line 1	3		6,1	04,0	04.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4		7,0	35,8	373.
5	Net unrealized gains (losses) on investments	5		_	64,1	54.
6	Donated services and use of facilities	6				0.
7	Investment expenses	7				0.
8	Prior period adjustments	8		1,3	55,2	211.
9	Other changes in net assets or fund balances (explain in Schedule O)	9		-1	38,0	080.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line					
	33, column (B))	10	1	14,2	92,8	354.
<b>Part</b>						
	Check if Schedule O contains a response or note to any line in this Part XII		<u> </u>			
			,		Yes	No
1	Accounting method used to prepare the Form 990: Cash X Accrual Other					
	If the organization changed its method of accounting from a prior year or checked "Other," e	xplain	in			
	Schedule O.					
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?			2a		X
	If "Yes," check a box below to indicate whether the financial statements for the year were com	piled	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?			2b	X	
	If "Yes," check a box below to indicate whether the financial statements for the year were audit	ted or	na			
	separate basis, consolidated basis, or both:					
	Separate basis Consolidated basis X Both consolidated and separate basis					
С	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for or	oversi	ght			
	of the audit, review, or compilation of its financial statements and selection of an independent acc		- 1	2c	X	
	If the organization changed either its oversight process or selection process during the tax year, e	xplain	ı in			
	Schedule O.	•				
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set	t forth	ı in			
	the Single Audit Act and OMB Circular A-133?			3a	Х	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not und	ergo	the			
	required audit or audits, explain why in Schedule O and describe any steps taken to undergo such au-	-		3b	X	

### **SCHEDULE A** (Form 990 or 990-EZ)

**Public Charity Status and Public Support** 

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

► Attach to Form 990 or Form 990-EZ.

Open to Public Inspection

OMB No. 1545-0047

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

Internal Revenue Service Name of the organization

Department of the Treasury

Employer identification number 13-3377893

RAI	NFOREST ALLIANCE, INC.	•				13-33778	93
Par	t I Reason for Public Cha	rity Status (All o	rganizations must c	omplete	e this pa	art.) See instructions	
The	organization is not a private four					· · · · · · · · · · · · · · · · · · ·	
1	A church, convention of chu	urches, or associa	tion of churches desci	ribed in <b>s</b>	ection 1	70(b)(1)(A)(i).	
2	A school described in section	on 170(b)(1)(A)(ii)	. (Attach Schedule E	(Form 99	00 or 990	)-EZ).)	
3	A hospital or a cooperative						
4	A medical research organiz						(iii). Enter the
	hospital's name, city, and st		<b>,</b>				()
5	An organization operated f		a college or universit	v owned	d or ope	erated by a governme	ntal unit described in
	section 170(b)(1)(A)(iv). (C		a comego or armicion	.,	. с. срс	natea zy a gerenine	
6	A federal, state, or local go		rnmental unit describe	d in <b>sect</b>	ion 170/	h)(1)(Δ)(v)	
	X An organization that norma	_			-		om the general nublic
•	described in section 170(b)	=	•	ipport iit	om a go	vormional and or ne	om the general pash
8	A community trust describe		-	Part II \			
9	An agricultural research org				nerated	Lin conjunction with a	land-grant college
3	or university or a non-land-				-	=	
	university:	grant conege or ag	griculture (see ilistruct	.юпа). Сі	iter the i	name, city, and state of	Title college of
10	An organization that norma	lly receives: (1) m	ore than 331/2 % of its	sunnort	from co	ntributions membersh	nin fees and gross
10	receipts from activities rela	ted to its exempt f	unctions - subject to o	certain e	xception	s, and (2) no more tha	n 331/3 %of its
	support from gross investm	ient income and u	nrelated business tax	able inco	me (les	s section 511 tax) from	businesses
11	acquired by the organizatio  An organization organized a				•	•	
12	An organization organized a	•	•	•			carry out the nurneses
12	of one or more publicly su	•	•				
	Check the box in lines 12a t	-					
		_			-	•	_
а	Type I. A supporting orga	•	•	-		• , ,	
	the supported organization				ajority of	the directors or truste	es or the
b	supporting organization. Y  Type II. A supporting organization.				with ito	supported organization	an(a) by having
b	control or management o	-					
	organization(s). <b>You must</b>	• • • •	<del>-</del>	tile Saili	e persor	is that control of man	age the supported
С	Type III functionally integ			ited in co	onnectio	n with and functional	ly integrated with
Ū	its supported organization						iy intogratod with,
d	Type III non-functionally		-				ted organization(s)
u	that is not functionally inte						= : :
	requirement (see instructi	-	<del>-</del>	-		· ·	a un attoritivorioso
е	Check this box if the orga	•	-				I Tyne III
·	functionally integrated, or						i, type iii
f	Enter the number of supported			porting c	nganizai		
a	Provide the following information	•					
	(i) Name of supported organization	(ii) EIN	(iii) Type of organization	(iv) Is the	organization	(v) Amount of monetary	(vi) Amount of
		, ,	(described on lines 1-10		ur governing	support (see	other support (see
			above (see instructions))	Yes	nent?	instructions)	instructions)
<i></i>							
(A)							
/D\							
(B)							
(C)							
( <del>)</del>							
(D)							
. <u></u>							
(E)							
<del></del>							
Tota	ıl						

Page 2 Schedule A (Form 990 or 990-EZ) 2018

Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi) (Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.) Part II

Sec	tion A. Public Support	<b>,</b>		, , , , , , , , , , , , , , , , , , ,		,	
	endar year (or fiscal year beginning in)	(a) 2014	<b>(b)</b> 2015	(c) 2016	(d) 2017	<b>(e)</b> 2018	(f) Total
1	Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	26,690,309.	19,551,286.	19,137,168.	8,983,915.	16,134,969.	90,497,647.
2	Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						0.
3	The value of services or facilities furnished by a governmental unit to the organization without charge						0.
4	Total. Add lines 1 through 3	26,690,309.	19,551,286.	19,137,168.	8,983,915.	16,134,969.	90,497,647.
5	The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount						0.105.505
6	shown on line 11, column (f)						8,127,707.
<u>6</u>	Public support. Subtract line 5 from line 4 tion B. Total Support						82,369,940.
	endar year (or fiscal year beginning in)	(a) 2014	<b>(b)</b> 2015	(c) 2016	(d) 2017	<b>(e)</b> 2018	(f) Total
7	Amounts from line 4	26,690,309.	19,551,286.	19,137,168.	8,983,915.	16,134,969.	90,497,647.
8	Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	47,072.	58,202.	90,777.	47,483.	127,348.	370,882.
9	Net income from unrelated business activities, whether or not the business is regularly carried on						0.
10	Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) ATCH 1	4,290.					4,290.
11	Total support. Add lines 7 through 10						90,872,819.
12	Gross receipts from related activities, etc. (s	see instructions) .				12	98,663,262.
13	<b>First five years.</b> If the Form 990 is forganization, check this box and <b>stop here</b>	<u> </u>					
Sec	tion C. Computation of Public Sup	port Percenta	ge				
14	Public support percentage for 2018 (li					14	90.64%
15	Public support percentage from 2017					15	95.13 <b>%</b>
16a	331/3% support test - 2018. If the org	•					
_	box and <b>stop here.</b> The organization q	-		_			
b	331/3% support test - 2017. If the org	=					
4	this box and <b>stop here.</b> The organization						
17a	10%-facts-and-circumstances test - 2	_					
	10% or more, and if the organization					•	•
	Part VI how the organization meets t			_			
h	organization						
Ь	15 is 10% or more, and if the organic						
	Explain in Part VI how the organizati						-
	supported organization				_	•	
18	Private foundation. If the organization						🗀
10	instructions						▶ □
							· · · · · <u> </u>

Schedule A (Form 990 or 990-EZ) 2018 Page **3** 

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

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

				· · ·			
Sec	tion A. Public Support				I	T	
Cale	ndar year (or fiscal year beginning in) ▶	(a) 2014	<b>(b)</b> 2015	(c) 2016	(d) 2017	<b>(e)</b> 2018	(f) Total
1	Gifts, grants, contributions, and membership fees						
	received. (Do not include any "unusual grants.")						
2	Gross receipts from admissions, merchandise						
	sold or services performed, or facilities						
	furnished in any activity that is related to the						
	organization's tax-exempt purpose						
3	Gross receipts from activities that are not an						
	unrelated trade or business under section 513						
4	Tax revenues levied for the						
	organization's benefit and either paid to						
	or expended on its behalf						
5	The value of services or facilities						
	furnished by a governmental unit to the						
	organization without charge						
6	Total. Add lines 1 through 5						
7 a	Amounts included on lines 1, 2, and 3						
	received from disqualified persons						
р	Amounts included on lines 2 and 3 received from other than disqualified						
	persons that exceed the greater of \$5,000						
	or 1% of the amount on line 13 for the year						
С	Add lines 7a and 7b						
8	Public support. (Subtract line 7c from						
	line 6.)						
Sec	tion B. Total Support			ı	T		
Cale	ndar year (or fiscal year beginning in) 🕨	(a) 2014	<b>(b)</b> 2015	(c) 2016	(d) 2017	<b>(e)</b> 2018	(f) Total
9	Amounts from line 6						
10 a	Gross income from interest, dividends, payments received on securities loans,						
	rents, royalties, and income from similar						
	sources						
b	Unrelated business taxable income (less						
	section 511 taxes) from businesses						
	acquired after June 30, 1975						
С	Add lines 10a and 10b						
11	Net income from unrelated business						
	activities not included in line 10b, whether or not the business is regularly						
	carried on						
12	Other income. Do not include gain or						
	loss from the sale of capital assets						
	(Explain in Part VI.)						
13	Total support. (Add lines 9, 10c, 11,						
	and 12.)						
14	First five years. If the Form 990 is for	•			•		` ^ ` _
	organization, check this box and stop here			<del></del>			▶ 🔃
Sec	tion C. Computation of Public Supp						
15	Public support percentage for 2018 (line 8,		-			. 15	%
16	Public support percentage from 2017 Sche					16	%
Sec	tion D. Computation of Investment					T 1	
17	Investment income percentage for 2018 (lin						%
18	Investment income percentage from 2017 S	Schedule A, Part	III, line 17			18	%
19 a	331/3% support tests - 2018. If the org	ganization did n	ot check the box	c on line 14, and	d line 15 is mo	re than 331/3 %, a	and line
	17 is not more than 331/3 %, check thi	s box and <b>sto</b>	<b>p here.</b> The org	anization qualifie	s as a publicly	supported organi	zation . ►
b	331/3% support tests - 2017. If the orga	nization did not	check a box on	line 14 or line 19	9a, and line 16 i	s more than 331/3	3 %, and
	line 18 is not more than 331/3 %, check	this box and s	top here. The or	ganization qualifi	es as a publicly	supported organi	zation ►
20	Private foundation. If the organization of	did not check	a box on line	14, 19a, or 19b	o, check this b	ox and see instr	uctions >

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### Part IV Supporting Organizations

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

# Section A. All Supporting Organizations

- Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in **Part VI** how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.

  Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in **Part VI** how the organization determined that the supported organization was described in section 509(a)(1) or (2).

  Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below.

  Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in **Part VI** when and how the
- organization made the determination.

  c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in **Part VI** what controls the organization put in place to ensure such use.
- 4a Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.
- **b** Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in **Part VI** how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.
- c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in **Part VI** what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.
- 5a Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in **Part VI**, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).
- **b Type I or Type II only.** Was any added or substituted supported organization part of a class already designated in the organization's organizing document?
- c Substitutions only. Was the substitution the result of an event beyond the organization's control?
- 6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If "Yes," provide detail in **Part VI.**
- 7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).
- 8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).
- 9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes," provide detail in **Part VI.**
- **b** Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in **Part VI.**
- **c** Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in **Part VI.**
- 10 a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes," answer 10b below.
  - b Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)

		Yes	No
ng <i>by</i>	_		
us	1		
ed	2		
/er	3a		
nd <i>he</i>			
B)	3b		
	3с		
If	4a		
gn on	4b		
on ed (B)	40		
	4c		
s," IN on; on			
011	5a		
dy	5b		
	5с		
to ed or			
	6		
or ity	7		
7?			
re ed	8		
ch	9a		
	9b		
efit	9с		
on ed	4.5		
to	10a 10b		
_	100	000 5	7) 2040

Schedule A (Form 990 or 990-EZ) 2018 Page 5 Part IV **Supporting Organizations** (continued) Yes No Has the organization accepted a gift or contribution from any of the following persons? a A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization? 11a 11b **b** A family member of a person described in (a) above? c A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI. 11c **Section B. Type I Supporting Organizations** Yes No Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year. 1 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization. 2 Section C. Type II Supporting Organizations Yes No Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s). 1 Section D. All Type III Supporting Organizations Yes No Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided? 1 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s). 2 By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard. Section E. Type III Functionally Integrated Supporting Organizations Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions). 1 а The organization satisfied the Activities Test. Complete line 2 below. b The organization is the parent of each of its supported organizations. Complete line 3 below. The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions) C Yes No 2 Activities Test. Answer (a) and (b) below. Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities. 2a Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement. 2b Parent of Supported Organizations. Answer (a) and (b) below. a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? Provide details in Part VI. 3a Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard. 3b

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Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organ	ization	S	
1 Check here if the organization satisfied the Integral Part Test as a qualifying	trust or	n Nov. 20, 1970 (expla	in in Part VI). <b>See</b>
instructions. All other Type III non-functionally integrated supporting organization	•		•
		•	(B) Current Year
Section A - Adjusted Net Income		(A) Prior Year	(optional)
1 Net short-term capital gain	1		
2 Recoveries of prior-year distributions	2		
3 Other gross income (see instructions)	3		
4 Add lines 1 through 3.	4		
5 Depreciation and depletion	5		
6 Portion of operating expenses paid or incurred for production or			
collection of gross income or for management, conservation, or			
maintenance of property held for production of income (see instructions)	6		
7 Other expenses (see instructions)	7		
8 Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8		
Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
4. A gave gets fair market value of all non exempt use exects (e.e.			(optional)
1 Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):			
a Average monthly value of securities	1a		
b Average monthly cash balances	1b		
c Fair market value of other non-exempt-use assets	1c		
d Total (add lines 1a, 1b, and 1c)	1d		
,	Iu		
e Discount claimed for blockage or other factors (explain in detail in Part VI):			
2 Acquisition indebtedness applicable to non-exempt-use assets	2		
3 Subtract line 2 from line 1d.	3		
	3		
4 Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	4		
5 Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
· · · · · · · · · · · · · · · · · · ·	6		
6 Multiply line 5 by .035. 7 Recoveries of prior-year distributions	7		
8 Minimum Asset Amount (add line 7 to line 6)	8		
Section C - Distributable Amount	- 0		Current Year
			- Guironi roui
1 Adjusted net income for prior year (from Section A, line 8, Column A)	1		
2 Enter 85% of line 1.	2		
3 Minimum asset amount for prior year (from Section B, line 8, Column A)	3		
4 Enter greater of line 2 or line 3.	4		
5 Income tax imposed in prior year	5		
6 Distributable Amount. Subtract line 5 from line 4, unless subject to			
emergency temporary reduction (see instructions).	6		
7 Check here if the current year is the organization's first as a non-functionally	y integra	ited Type III supporting	g organization (see
instructions).			

Schedule A (Form 990 or 990-EZ) 2018 Page **7** 

Part	Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)							
Secti	on D - Distributions			Current Year				
1	Amounts paid to supported organizations to accomplish ex							
2	Amounts paid to perform activity that directly furthers exen							
	organizations, in excess of income from activity							
3	Administrative expenses paid to accomplish exempt purpo	ses of supported organiz	zations					
4	Amounts paid to acquire exempt-use assets							
5	Qualified set-aside amounts (prior IRS approval required)							
6	Other distributions (describe in Part VI). See instructions.							
7	Total annual distributions. Add lines 1 through 6.							
8	Distributions to attentive supported organizations to which	the organization is resp	onsive					
	(provide details in Part VI). See instructions.							
9	Distributable amount for 2018 from Section C, line 6							
10	Line 8 amount divided by line 9 amount							
	Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2018	(iii) Distributable Amount for 2018				
1	Distributable amount for 2018 from Section C, line 6							
2	Underdistributions, if any, for years prior to 2018							
	(reasonable cause required - explain in Part VI). See							
	instructions.							
3	Excess distributions carryover, if any, to 2018							
а	From 2013							
b	From 2014							
С	From 2015							
d	From 2016							
е	From 2017							
f	<b>Total</b> of lines 3a through e							
g	Applied to underdistributions of prior years							
h	Applied to 2018 distributable amount							
i	Carryover from 2013 not applied (see instructions)							
j	Remainder. Subtract lines 3g, 3h, and 3i from 3f.							
4	Distributions for 2018 from							
	Section D, line 7: \$							
а	Applied to underdistributions of prior years							
b	Applied to 2018 distributable amount							
С	Remainder. Subtract lines 4a and 4b from 4.							
5	Remaining underdistributions for years prior to 2018, if							
	any. Subtract lines 3g and 4a from line 2. For result							
	greater than zero, explain in <b>Part VI</b> . See instructions.							
6	Remaining underdistributions for 2018. Subtract lines 3h							
	and 4b from line 1. For result greater than zero, explain in							
	Part VI. See instructions.							
7	Excess distributions carryover to 2019. Add lines 3j							
	and 4c.							
8	Breakdown of line 7:							
a	Excess from 2014							
b	Excess from 2015							
С	Excess from 2016							
d	Excess from 2017							
е	Excess from 2018							

Schedule A (Form 990 or 990-EZ) 2018

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

					ATTACHMENT	1
SCHEDULE A, PART II - OTHER INCOME						
DESCRIPTION	2014	2015	2016	2017	2018	TOTAL
OTHER INCOME	4,290.					4,290.
TOTALS	4,290.					4,290.

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

► Attach to Form 990, Form 990-EZ, or Form 990-PF.

Schedule of Contributors

OMB No. 1545-0047

2018

Department of the Treasury ▶ Go to www.irs.gov/Form990 for the latest information. Internal Revenue Service **Employer identification number** Name of the organization RAINFOREST ALLIANCE, INC. 13-3377893 Organization type (check one): Filers of: Section: X Form 990 or 990-EZ 501(c)(3 ) (enter number) organization 4947(a)(1) nonexempt charitable trust not treated as a private foundation 527 political organization Form 990-PF 501(c)(3) exempt private foundation 4947(a)(1) nonexempt charitable trust treated as a private foundation 501(c)(3) taxable private foundation Check if your organization is covered by the General Rule or a Special Rule. Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions. **General Rule** For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions. **Special Rules** [X] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (1) \$5,000; or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II. For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III. For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it must answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions

contributor, during the year, contributions exclusively for religious, charitable, etc., purposes, but no such

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

Schedule B (Form 990, 990-EZ, or 990-PF) (2018)

Schedule B (Form 990, 990-EZ, or 990-PF) (2018)

Name of organization RAINFOREST ALLIANCE, INC. Employer identification number 13-3377893

Parti	Contributors (see instructions). Use duplicate copie	s of Fart Fil additional space is ne	eded.
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1_		\$\$	Person Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
2_		\$ 357,594.	Person Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
3_		\$ 368,894.	Person Payroll Noncash  (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
4		\$ 858,974.	Person Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
5_		\$\$.	Person Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
6		\$1,835,655.	Person Payroll Noncash  (Complete Part II for noncash contributions.)

Schedule B (Form 990, 990-EZ, or 990-PF) (2018)

Name of organization RAINFOREST ALLIANCE, INC. Employer identification number 13-3377893

Parti	Contributors (see instructions). Use duplicate copie	es of Part Fil additional space is ne	eeded.
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7		\$\$\$	Person Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
8		\$\$	Person Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
9		\$\$	Person Payroll Noncash  (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
10		\$\$	Person Payroll Noncash  (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
11		\$\$	Person Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
			Person Payroll Noncash  (Complete Part II for noncash contributions.)

Name of organization RAINFOREST ALLIANCE, INC.

Employer identification number

13-3377893

Part II	Noncash Property (see instructions). Use duplicate copies	of Part II if additional space is ne	eded.
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
(a) No. from Part I	(b)  Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		\$	

Employer identification number

Name of organization RAINFOREST ALLIANCE, INC.

				13-3377893					
Part III	(10) that total more than \$1,000 for the following line entry. For organization	the year from any ons completing Par	one contributor. t III, enter the tota	Complete columns (a) through (e) I of exclusively religious, charitable,					
	contributions of \$1,000 or less for the	e year. (Enter this in	formation once.	See instructions.) ►\$					
(a) No.	Use duplicate copies of Part III if additi	onai space is need	ea.	T					
from Part I	(b) Purpose of gift	(c) Use	of gift	(d) Description of how gift is held					
Taiti									
		(e) Trans	ion of wift						
		(e) ITalisi	er or gift						
	Transferee's name, address, an	d ZIP + 4	Relati	onship of transferor to transferee					
			-						
(a) No.	47.5			(0.5 ) (1 ) (1					
from Part I	(b) Purpose of gift	(c) Use	or gift	(d) Description of how gift is held					
		(e) Transi	fer of gift						
	Transferee's name, address, and ZIP + 4 Rel			onship of transferor to transferee					
			-						
	-								
			-						
(a) No. from Part I	(b) Purpose of gift	(c) Use	of gift	(d) Description of how gift is held					
		(e) Trans	fer of gift						
	_ ,	170 4	<b>5</b> .1.0						
	Transferee's name, address, an	IG ZIP + 4	Relati	onship of transferor to transferee					
(a) No. from Part I	(b) Purpose of gift	(c) Use	of gift	(d) Description of how gift is held					
		(e) Trans	fer of gift						
	Toursday	.J 71D . 4	5	anahin of transferred to transferred					
	Transferee's name, address, an	IQ ZIP + 4	Kelati	onship of transferor to transferee					

#### SCHEDULE C (Form 990 or 990-EZ)

# **Political Campaign and Lobbying Activities**

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

2018

OMB No. 1545-0047

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 Employer identification number RAINFOREST ALLIANCE, INC. 13-3377893 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") Volunteer hours for political campaign activities (see instructions)....... Complete if the organization is exempt under section 501(c)(3). 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 . . ▶\$ If the organization incurred a section 4955 tax, did it file Form 4720 for this year? Yes Nο 4a Was a correction made? Yes No b If "Yes," describe in Part IV. Complete if the organization is exempt under section 501(c), except section 501(c)(3). Enter the amount directly expended by the filing organization for section 527 exempt function Enter the amount of the filing organization's funds contributed to other organizations for section Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL. Did the filing organization file Form 1120-POL for this year? 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 (e) Amount of political filing organization's contributions received and funds. If none, enter -0-. promptly and directly delivered to a separate political organization. If none, enter -0-. (1) (2) (3) (4) (5) (6)

JSA

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

	(	RAINFO	REST ALL	IANCE, INC.		13-3	377893 Page 2
Part II-A	section 501(h)).					filed Form 5768 (elec	
A Checl				affiliated group (and excess lobbying expe		ach affiliated group mem	ber's name,
<b>B</b> Checl	⟨►  if the filing organiz    if the filing organiz	ation che	ecked box A	and "limited contro	l" provisions app	oly.	
	Limits (The term "expendite		ying Expend eans amoun		,	(a) Filing organization's totals	<b>(b)</b> Affiliated group totals
1a Total	lobbying expenditures to in	nfluence	public opinio	on (grass roots lobb	ying)		
<b>b</b> Total	lobbying expenditures to in	nfluence	a legislative	body (direct lobbying	ng)		
	lobbying expenditures (ad		_				
	r exempt purpose expendit		•		-	38,754,324.	
	exempt purpose expenditu					38,754,324.	
		-	e amount from the following table in both				
colun				9		1,000,000.	
If the	amount on line 1e, column (a	) or (b) is:	The lobbying	g nontaxable amount is	s:		
	ver \$500,000			mount on line 1e.			
	\$500,000 but not over \$1,000	,000	\$100,000 plu	us 15% of the excess	over \$500,000.		
Over	\$1,000,000 but not over \$1,50	00,000	\$175,000 plu	us 10% of the excess	over \$1,000,000.		
Over	\$1,500,000 but not over \$17,0	000,000	\$225,000 plu	us 5% of the excess or	ver \$1,500,000.		
Over	\$17,000,000		\$1,000,000.				
<b>g</b> Gras	sroots nontaxable amount	(enter 25	% of line 1f)			250,000.	
h Subti	ract line 1g from line 1a. If	zero or le	ss, enter -0-		[	0.	0 .
	ract line 1f from line 1c. If z					0.	0 .
j If the	ere is an amount other th	an zero	on either li	ne 1h or line 1i, d	id the organiza	tion file Form 4720	
repoi	ting section 4911 tax for th	nis year?					Yes No
		4	-Year Avera	aging Period Under	Section 501(h)		
	(Some organizations that	See	the separat	e instructions for li	nes 2a through	2f.)	ns below.
		LODD	ying Expen	ditures During 4-Ye	ar Averaging Pe	rioa	
Cale	endar year (or fiscal year beginning in)	(a)	2015	<b>(b)</b> 2016	<b>(c)</b> 2017	<b>(d)</b> 2018	(e) Total
2a Lobby	ring nontaxable amount	1,0	00,000.	1,000,000.	1,000,00	1,000,000.	4,000,000.
,	ving ceiling amount % of line 2a, column (e))						6,000,000.
<b>c</b> Total	lobbying expenditures		2,460.				2,460.
<b>d</b> Grass	croots nontaxable amount	2	250,000.	250,000.	250,00	250,000.	1,000,000.

Schedule C (Form 990 or 990-EZ) 2018

1,500,000.

e Grassroots ceiling amount

(150% of line 2d, column (e)) f Grassroots lobbying expenditures

 Schedule C (Form 990 or 990-EZ) 2018
 Page 3

	i II-B	Complete if the organization is exempt under section 501(c)(3) and has NO (election under section 501(h)).						
		Yes," response on lines 1a through 1i below, provide in Part IV a detailed f the lobbying activity.	Yes	a) No		(b Amo		
1	legislati	the year, did the filing organization attempt to influence foreign, national, state, or local on, including any attempt to influence public opinion on a legislative matter or dum, through the use of:						
а	Volunte	ers?			_			
b	Paid sta	off or management (include compensation in expenses reported on lines 1c through 1i)?.						
С		advertisements?						
d		s to members, legislators, or the public?			₩			
е		tions, or published or broadcast statements?						
f		o other organizations for lobbying purposes?						
g		ontact with legislators, their staffs, government officials, or a legislative body?			-			
h		demonstrations, seminars, conventions, speeches, lectures, or any similar means?			-			
i		ctivities?						
j		dd lines 1c through 1i						
2a b		enter the amount of any tax incurred under section 4912						
		enter the amount of any tax incurred by organization managers under section 4912						
		ing organization incurred a section 4912 tax, did it file Form 4720 for this year?						
		Complete if the organization is exempt under section 501(c)(4), section 501	(c)(5)	, or s	section			
		501(c)(6).						
							Yes	No
1		ubstantially all (90% or more) dues received nondeductible by members?					<u> </u>	
2		organization make only in-house lobbying expenditures of \$2,000 or less?					<u> </u>	
3		organization agree to carry over lobbying and political campaign activity expenditures fro						
Гаі	t III-B	Complete if the organization is exempt under section 501(c)(4), section 501 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No," answered "Yes."					3, is	
1	Dues e	ssessments and similar amounts from members			1			
				 -4				
2		162(e) nondeductible lobbying and political expenditures (do not include amount expenses for which the section 527(f) tax was paid).	ınıs	OI				
а	-	year			2a			
		er from last year			2b			
	-				2c			
		ate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) du			3			
		es were sent and the amount on line 2c exceeds the amount on line 3, what portion						
		does the organization agree to carryover to the reasonable estimate of nondeductible le						
	and pol	itical expenditure next year?			4			
		amount of lobbying and political expenditures (see instructions)			5			
	de the d	Supplemental Information  lescriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliate ctions); and Part II-B, line 1. Also, complete this part for any additional information.	d gro	up lis	t); Part	II-A, li	nes 1	and

13-3377893

Schedule C (Form 990 or 990-EZ) 2018

Page 4

Part IV **Supplemental Information** (continued)

# SCHEDULE D (Form 990)

# Supplemental Financial Statements ► Complete if the organization answered "Yes" on Form 990,

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

► Attach to Form 990.

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

OMB No. 1545-0047
2018
Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization

Solution 

Go to www.irs.gov/Form9

Employer identification number

RAI	NFOREST ALLIANCE, INC.	13-3377893
Pa	organizations Maintaining Donor Advised Funds or Other Similar Funds or Funds or Other Funds or Other Similar Funds or Other	Accounts.
	Complete if the organization answered "Yes" on Form 990, Part IV, line 6.	
	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate value of contributions to (during year)	
3	Aggregate value of grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in	n donor advised
	funds are the organization's property, subject to the organization's exclusive legal control?	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant fur	
	only for charitable purposes and not for the benefit of the donor or donor advisor, or for an	
	conferring impermissible private benefit?	
Pa	rt II Conservation Easements.	
	Complete if the organization answered "Yes" on Form 990, Part IV, line 7.	
1	Purpose(s) of conservation easements held by the organization (check all that apply).	
	Preservation of land for public use (e.g., recreation or education)  Preservation o	f a historically important land area
	Protection of natural habitat Preservation o	f a certified historic structure
	Preservation of open space	
2	Complete lines 2a through 2d if the organization held a qualified conservation contribution in t	the form of a conservation
	easement on the last day of the tax year.	Held at the End of the Tax Year
а	Total number of conservation easements	2a
b		2b
С	Number of conservation easements on a certified historic structure included in (a)	2c
d	Number of conservation easements included in (c) acquired after 7/25/06, and not on a	
	historic structure listed in the National Register	2d
3	Number of conservation easements modified, transferred, released, extinguished, or terminal	ated by the organization during the
	tax year 🕨	
4	Number of states where property subject to conservation easement is located ▶	
5	Does the organization have a written policy regarding the periodic monitoring, inspection	on, handling of
	violations, and enforcement of the conservation easements it holds?	Yes No
6	Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing cons	ervation easements during the year
	<b>&gt;</b>	
7	Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing con-	nservation easements during the year
	<b>&gt;</b> \$	
8	$Does\ each\ conservation\ easement\ reported\ on\ line\ 2(d)\ above\ satisfy\ the\ requirements\ of\ section$	n 170(h)(4)(B)(i)
	and section 170(h)(4)(B)(ii)?	Yes No
9	In Part XIII, describe how the organization reports conservation easements in its revenue and	expense statement, and
	balance sheet, and include, if applicable, the text of the footnote to the organization's financia	I statements that describes the
	organization's accounting for conservation easements.	
Pa	Organizations Maintaining Collections of Art, Historical Treasures, or Other	Similar Assets.
	Complete if the organization answered "Yes" on Form 990, Part IV, line 8.	
1a	If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its reworks of art, historical treasures, or other similar assets held for public exhibition, educations and the similar assets held for public exhibition, educations are similar assets.	evenue statement and balance sheet
	public service, provide, in Part XIII, the text of the footnote to its financial statements that desc	ribes these items.
b	If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its re-	venue statement and balance sheet
	works of art, historical treasures, or other similar assets held for public exhibition, education	ation, or research in furtherance of
	public service, provide the following amounts relating to these items:	<b>.</b> .
	(i) Revenue included on Form 990, Part VIII, line 1	
_	(ii) Assets included in Form 990, Part X	
2	If the organization received or held works of art, historical treasures, or other similar as	- · · · · · · · · · · · · · · · · · · ·
_	following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:	
a h	Revenue included on Form 990, Part VIII, line 1	
<u>b</u>	Assets included in Form 990, Part X	· · · · · · • • • • • • • • • • • • • •

Schedule D (Form 990) 2018

Page 2 Schedule D (Form 990) 2018

RAINFOREST ALLIANCE, INC.

Pa	rt    Organizations Maintaini	ng Collections of	Art, Historical Tre	asures, or	Other Simi	lar Assets (d	continued)	
3	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):							
а	Public exhibition		d Loan	or exchange	programs			
b	Scholarly research		e Other					
С	Preservation for future gene	rations						
4	Provide a description of the organ	nization's collections	and explain how	hey further	the organiza	ation's exemp	t purpose ir	n Part
	XIII.							
5	During the year, did the organization					_		_
	assets to be sold to raise funds rath		ained as part of the	organization	's collection?		Yes	No
Pa	<b>Part IV Escrow and Custodial Arrangements.</b> 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, truste	ee, custodian or othe	er intermediary for c	ontributions	or other asse	ts not		
	included on Form 990, Part X?					[	Yes	X No
b	If "Yes," explain the arrangement i	n Part XIII and comp	lete the following tal	ole:				
						Amount		
С	Beginning balance							
d	Additions during the year							
е	Distributions during the year							
f	Ending balance							
	Did the organization include an am						X Yes	_ No
	If "Yes," explain the arrangement i	n Part XIII. Check he	ere if the explanation	has been p	rovided on Pa	rt XIII	2	X
Pa	rt V Endowment Funds.				10			
	Complete if the organiza							
		(a) Current year	(b) Prior year	(c) Two year	` '	hree years back	(e) Four year	
1 a	Beginning of year balance	1,102,551.	1,098,637.	1,149	,731. 1	,139,962.	1,125	,127
b	Contributions							
С	Net investment earnings, gains,	0 050	10 000	_	0.65	07 025	1.0	
	and losses	-9,850.	12,929.	-5	,065.	27,935.	19	,698
d	Grants or scholarships							
е	Other expenditures for facilities	45,090.	9,015.	16	,029.	18,166.	/	,863
	and programs	45,090.	9,013.	40	,029.	10,100.	5	, 603
f	Administrative expenses	1,047,611.	1,102,551.	1,098	627 1	,149,731.	1,139	062
g	End of year balance					,149,731.	1,139	, 902
2 a	Provide the estimated percentage Board designated or quasi-endown	nent ▶	end balance (line 1g, _%	column (a))	held as:			
	Permanent endowment ▶ 95.4							
С	Temporarily restricted endowment							
_	The percentages on lines 2a, 2b, a	•						
3a	Are there endowment funds not in	the possession of the	ne organization that	are held an	d administere	d for the	Vaa	. Na
	organization by:						Yes	
	(i) unrelated organizations						3a(i)	X
	(ii) related organizations						3a(ii)	
	If "Yes" on line 3a(ii), are the relate	•	•				3b	
4 Describe in Part XIII the intended uses of the organization's endowment funds.  Part VI Land, Buildings, and Equipment. Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.								
	Description of property	(a) Cost or		or other basis	(c) Accumulat		I) Book value	<u>u.                                    </u>
		(invest		ther)	depreciation			
1 a	Land							
b	Buildings			12 (2)		1.1		<u> </u>
С	Leasehold improvements			313,404.	505,8			590.
d	Equipment			99,098.	186,4			626.
<u>e</u>	Other			321,484.	279,4			995.
Tota	<b>I.</b> Add lines 1a through 1e. <i>(Columr</i>	n (d) must equal Forn	n 990, Part X, colum	n (B), line 10	)c.)	. ▶	362,	211.

Schedule D (Form 990) 2018

13-3377893

Schedule D (Form 990) 2018 Page 3

RAINFOREST ALLIANCE, INC.

Part VII Investments - Other Securities.  Complete if the organization answered	"Yes" on Form 990,	Part IV, line 11b. See Form 990, Part X, line 12.
(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
( <del>G</del> ) (H)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.)		
	"Yes" on Form 990,	Part IV, line 11c. See Form 990, Part X, line 13.
(a) Description of investment	(b) Book value	(c) Method of valuation:
		Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 13.)		
Part IX Other Assets.		
Complete if the organization answered	"Yes" on Form 990	Part IV, line 11d. See Form 990, Part X, line 15.
(a) Des		(b) Book value
(1)	оприон	(b) Book value
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col. (B) lin	ne 15.)	<u></u> ▶
Part X Other Liabilities. Complete if the organization answered line 25.	"Yes" on Form 990,	Part IV, line 11e or 11f. See Form 990, Part X,
1. (a) Description of liability	(b) Book value	
(1) Federal income taxes	(2) 2001. Talian	
(2) DEFERRED RENT LIABILITY	611,2	182
(3) TENANT SECURITY DEPOSIT	2,1	
(4) ACQUISITION PAYABLE	1,000,0	
	1,000,0	· ·
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.)	1,613,3	82.

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

Schedul	e D (Form 990) 2018		Page <b>4</b>
Part	Reconciliation of Revenue per Audited Financial Statements With Revenue per Return Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.	n.	
1	Total revenue, gains, and other support per audited financial statements	1	45,778,682.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
а	Net unrealized gains (losses) on investments		
b	Donated services and use of facilities		
С	Recoveries of prior year grants		
d	Other (Describe in Part XIII.)		
е	Add lines 2a through 2d	2e	920,354.
3	Subtract line 2e from line 1	3	44,858,328.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
а	Investment expenses not included on Form 990, Part VIII, line 7b 4a		
b	Other (Describe in Part XIII.)		
C	Add lines 4a and 4b	4c	
5	Total revenue. Add lines <b>3</b> and <b>4c.</b> ( <i>This must equal Form 990, Part I, line 12.</i> )	5	44,858,328.
Part		ırn.	
	Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.		
1	Total expenses and losses per audited financial statements	1	39,876,912.
	· · · · · · · · · · · · · · · · · · ·	-	ii
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:  Donated services and use of facilities  2a 1,122,588.		
a	Donated services and use of lacindes 1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.		
b	Thor year adjustments	-	
С	Other losses	-	
d	Other (Describe in Part XIII.)		1 100 500
е	Add lines 2a through 2d	2e	1,122,588.
3	Subtract line 2e from line 1	3	38,754,324.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
а	Investment expenses not included on Form 990, Part VIII, line 7b 4a		
b	Other (Describe in Part XIII.)		
С	Add lines 4a and 4b	4c	
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5	38,754,324.
	XIII Supplemental Information. e the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Pa	ort \/_li	ne 1: Part Y line
	t XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional inform		
	PAGE 5		
	PAGE 5		

JSA 8E1271 1.000

Schedule D (Form 990) 2018

#### Part XIII Supplemental Information (continued)

FORM 990, SCHEDULE D, PART IV, LINE 2B

FSC FUNDS ARE COLLECTED ON BEHALF OF THE FOREST STEWARDSHIP COUNCIL (FSC)
AS PART OF THE CERTIFICATION PROCESS BY RAINFOREST ALLIANCE. THESE FUNDS
ARE THEN REMITTED QUARTERLY TO FSC. SAN FUNDS ARE COLLECTED ON BEHALF OF
RED DE AGRICULTURA SOSTENIBLE, A.C. (SAN) AND THEN REMITTED BACK TO THE
ORGANIZATION.

FORM 990, SCHEDULE D, PART V, LINE 4

THE KLEINHANS ENDOWMENT FUND WAS SET UP TO SUPPORT RA'S MISSION BY FUNDING RESEARCH AND RELATED ACTIVITIES REGARDING NON-TIMBER FOREST PRODUCTS.

FORM 990, SCHEDULE D, PART X, LINE 2

RA IS EXEMPT FROM FEDERAL INCOME TAX UNDER SECTION 501(C)(3) OF THE UNITED STATES INTERNAL REVENUE CODE AND NO PROVISION FOR SUCH INCOME TAX HAS BEEN REFLECTED IN THE ACCOMPANYING CONSOLIDATED FINANCIAL STATEMENTS. RA HAS EVALUATED UNCERTAIN TAX POSITIONS WITH RESPECT TO ITS U.S. OPERATIONS AND CONCLUDED THERE ARE NO SUCH POSITIONS AT DECEMBER 31, 2018. RA HAS OPERATIONS IN OTHER COUNTRIES AND IS SUBJECT TO THE LAWS AND REGULATIONS OF THOSE COUNTRIES. DURING THE YEAR ENDED DECEMBER 31, 2018, RA PAID APPROXIMATELY \$12,000 IN FOREIGN INCOME TAXES IN ADDITION TO VAT TAXES TO FOREIGN JURISDICTIONS. RA DID NOT RECOGNIZE ANY TAX RELATED INTEREST OR PENALTIES DURING THE PERIOD IN QUESTION.

Schedule D (Form 990) 2018

# Part XIII Supplemental Information (continued)

FORM 990, SCHEDULE D, PART XI, LINE 2D

A FOREIGN EXCHANGE GAIN OF \$138,080 RELATED TO CURRENCY GAINS ON REVENUE

TRANSACTIONS WAS INCLUDED AS A REDUCTION OF TOTAL REVENUE ON THE AUDIT

REPORT BUT WAS INCLUDED IN PART XI LINE 9 ON FORM 990.

## SCHEDULE F (Form 990)

# **Statement of Activities Outside the United States**

► Complete if the organization answered "Yes" on Form 990, Part IV, line 14b, 15, or 16.

► Attach to Form 990.

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

OMB No. 1545-0047

2018

Open to Public Inspection

Department of the Treasury Internal Revenue Service Name of the organization

Employer identification number

RAI:	NFOREST ALLIANCE, INC.				13-33778	93
Par	General Information o Form 990, Part IV, line 14th		Outside the	United States. Comple	ete if the organization a	answered "Yes" or
1	For grantmakers. Does the organ	nization mainta	in records to s	substantiate the amount of	its grants and other	
	assistance, the grantees' eligibilit	ty for the grant	s or assistance	e, and the selection criteri		
	grants or assistance?					X Yes No
2	For grantmakers. Describe in Foutside the United States.	Part V the org	anization's pro	ocedures for monitoring t	the use of its grants an	d other assistance
3	Activities per Region. (The follow	ing Part I, line	3 table can be	e duplicated if additional sp	pace is needed.)	
	(a) Region	<b>(b)</b> Number of offices in the region	(c) Number of employees, agents, and independent contractors in the region	(d) Activities conducted in the region (by type) (such as, fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in the region	(f) Total expenditures for and investments in the region
(1)	CENTRAL AMERICA/CARIBBEAN	6.	63.	PROGRAM SERVICES	SEE PART V	4,837,268.
(2)	EAST ASIA AND THE PACIFIC	4.	48.	PROGRAM SERVICES	SEE PART V	2,844,928.
(2)		_	0.5			2 541 450
(3)	EUROPE	1.	25.	PROGRAM SERVICES	SEE PART V	3,641,462.
(4)	NORTH AMERICA	5.	42.	PROGRAM SERVICES	SEE PART V	3,107,326.
(5)	SOUTH AMERICA	2.	15.	PROGRAM SERVICES	SEE PART V	1,068,580.
(6)	SOUTH ASIA	0.	0.	PROGRAM SERVICES	SEE PART V	495,599.
(7)	SUB-SAHARAN AFRICA	4.	21.	PROGRAM SERVICES	SEE PART V	2,437,792.
(8)	MIDDLE EAST AND NORTH AFRICA	0.	0.	PROGRAM SERVICES	SEE PART V	823.
(9)						
(10)						
(11)						
(12)						
(13)						
(14)						
(17)						
(15)						
(16)						
(17)						
3a		22.	214.			18,433,778.
b	Total from continuation sheets to Part I					
С		22.	214.			18,433,778.

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

Schedule F (Form 990) 2018

Part II	Grants and Other Assistance to Organizations or Entities Outside the United States. Complete if the organization answered "Yes" on Form 990, Part IV, line 15, for any recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.								
1	(a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of noncash assistance	(h) Description of noncash assistance	(i) Method of valuation (book, FMV, appraisal, other)
(1)			CENT. AMERICA/CARIBBEAN	CONSERVATION	442,177.	EFT			
(2)			SOUTH ASIA	M&E	168,731.	EFT			
(3)			SUB-SAHARAN AFRICA	AGRICULTURE	385,468.	EFT			
(4)			CENT. AMERICA/CARIBBEAN	CONSERVATION	169,416.	EFT			
(5)			CENT. AMERICA/CARIBBEAN	CONSERVATION	7,261.	EFT			
(6)			EAST ASIA/PACIFIC	AGRICULTURE	45,950.	EFT			
(7)			SOUTH AMERICA	AGRICULTURE	37,555.	EFT			
(8)			SOUTH ASIA	AGRICULTURE	53,597.	EFT			
(9)			EAST ASIA/PACIFIC	CONSERVATION	12,200.	EFT			
(10)			EAST ASIA/PACIFIC	AGRICULTURE	12,953.	EFT			
(11)			EUROPE/ICELAND/GREENLAND	M&E	64,240.	EFT			
(12)			NORTH AMERICA	AGRICULTURE	37,462.	EFT			
(13)			EUROPE/ICELAND/GREENLAND	CONSERVATION	222,535.	EFT			
(14)			SUB-SAHARAN AFRICA	AGRICULTURE	41,833.	EFT			
(15)			EUROPE/ICELAND/GREENLAND	CONSERVATION	59,579.	EFT			
(16)			EAST ASIA/PACIFIC	AGRICULTURE	758,129.	EFT			

2	Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt
	by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter
3	Enter total number of other organizations or entities

Schedule F (Form 990) 2018 Page

1	(a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of noncash assistance	(h) Description of noncash assistance	(i) Method of valuation (book, FMV, appraisal, other)
(1)			EAST ASIA/PACIFIC	AGRICULTURE	75,088.	EFT			
(2)			EUROPE/ICELAND/GREENLAND	AGRICULTURE	52,524.	EFT			
(3)			EAST ASIA/PACIFIC	AGRICULTURE	12,601.	EFT			
(4)			EUROPE/ICELAND/GREENLAND	AGRICULTURE	96,493.	EFT			
(5)									
(6)									
(7)									
(8)									
(9)									
(10)									
(11)									
(12)									
(13)									
(14)									
(15)									
(16)									
<b>2</b> En	ter total number of recipient or	ganizations listed abo	ove that are recognized as o	charities by the	foreign country, re	cognized as ta	x-exempt		
by <b>3</b> En	the IRS, or for which the grante ter total number of other organ	ee or counsel has provizations or entities	vided a section 501(c)(3) ed	quivalency lette	r		··· <b>\_</b>		19.

Schedule F (Form 990) 2018

(a) Type of grant or assistance	<b>(b)</b> Region	(c) Number of recipients	(d) Amount of cash grant	(e) Manner of cash disbursement	(f) Amount of noncash assistance	(g) Description of noncash assistance	(h) Method of valuation (book, FMV, appraisal, other)
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
10)							
11)							
12)							
13)							
14)							
15)							
16)							
17)							
18)							

Page 4 Schedule F (Form 990) 2018

Part	V Foreign Forms	
1	Was the organization a U.S. transferor of property to a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926) Yes X No	
2	Did the organization have an interest in a foreign trust during the tax year? If "Yes," the organization may be required to separately file Form 3520, Annual Return To Report Transactions With Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A; don't file with Form 990) Yes	
3	Did the organization have an ownership interest in a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons With Respect To Certain Foreign Corporations (see Instructions for Form 5471)	
4	Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund (see Instructions for Form 8621)  Yes  X No	
5	Did the organization have an ownership interest in a foreign partnership during the tax year? If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons With Respect to Certain Foreign Partnerships (see Instructions for Form 8865)	
6	Did the organization have any operations in or related to any boycotting countries during the tax year? If "Yes," the organization may be required to separately file Form 5713, International Boycott Report (see Instructions for Form 5713; don't file with Form 990) Yes X	

Schedule F (Form 990) 2018

JSA

Schedule F (Form 990) 2018 Page **5** 

Port V

## Part V Supplemental Information

Provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information (see instructions).

SCHEDULE F, PART I, LINE 2

PROCEDURES FOR MONITORING THE USE OF GRANT FUNDS OUTSIDE THE U.S. PRIOR TO THE AWARDING OF A SUBGRANT, PROSPECTIVE AWARD RECIPIENTS COMPLETE A PRE-AWARD RISK SURVEY, ALLOWING RA TO DESIGN MONITORING ACTIVITIES BASED UPON THE SUBRECIPIENT'S RISK LEVEL. THESE MONITORING ACTIVITIES AND ANY DONOR-SPECIFIC ADDITIONAL REPORTING REQUIREMENTS ARE INCORPORATED INTO SUBGRANT CONTRACTS AND/OR ARE DOCUMENTED WITHIN THE SUBGRANT FILE. SUBRECIPIENTS ARE CONTRACTUALLY OBLIGATED TO PROVIDE PERIODIC SUBSTANTIVE FINANCIAL AND NARRATIVE REPORTS FOR COST REIMBURSIBLE AWARDS. FOR FIXED OBLIGATION GRANTS, SUBRECIPIENTS ARE OBLIGATED TO SUBMIT PROJECT MILESTONES AND ASSOCIATED VERIFICATION FOR PAYMENT. PROJECT REPORTS AND ASSOCIATED BACKUP DOCUMENTATION AND CONTRACTS, INCLUDING DONOR CONTRACTS, ARE ELECTRONICALLY ARCHIVED. RA PROGRAM PERSONNEL - US-BASED AND INTERNATIONAL - ACTIVELY MAINTAIN AND MANAGE RELATIONSHIPS WITH SUBRECIPIENTS, MAKE SITE VISITS AS REQUIRED OR NEEDED, REVIEW FINANCIAL AND NARRATIVE REPORTS, MONITOR ADDITIONAL REPORTING AND OTHER AWARD/SUBRECIPIENT-SPECIFIC REQUIREMENTS, AND PROVIDE FEEDBACK TO SUB GRANTEES AND RA MANAGEMENT. RA'S EVALUATION & RESEARCH TEAM ANALYZES REPORTS AS REQUIRED/NEEDED. ALL SITE VISITS ARE RECORDED AND DOCUMENTED WITHIN THE SUBGRANT FILE. RELEASE OF FURTHER SUB-GRANT FUNDING DISTRIBUTIONS IS CONTINGENT ON RA'S ACCEPTANCE OF REPORTS AND OTHER VERIFICATION DOCUMENTATION, AND COMPLIANCE WITH ADDITIONAL REPORTING AND OTHER AWARD/SUBRECIPIENT-SPECIFIC REQUIREMENTS. INTERNAL AND EXTERNAL SUBGRANT COMPLIANCE IS MONITORED BY THE CONTRACTS & GRANTS ADMINISTRATION THE TEAM PROVIDES SUBGRANTEE MONITORING TRAINING TO RA PROGRAM TEAM.

13-3377893

Schedule F (Form 990) 2018 Page 5

Part V

## **Supplemental Information**

Provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information (see instructions).

PERSONNEL, AND PROVIDES COMPLIANCE AND OTHER TRAINING TO ACTUAL

SUBGRANTEES. THEY UNDERTAKE REGULAR COMPLIANCE REVIEWS AND REPORT

FINDINGS TO PROGRAM AND RA MANAGEMENT.

SCHEDULE F, PART I, LINE 3(E)

FOR EACH OF THE REGIONS, PROGRAM ACTIVITIES INCLUDE THE FOLLOWING:

CENTRAL AMERICA/CARIBBEAN - LANDSCAPES & LIVELIHOODS, EVALUATION &

RESEARCH, COMMUNICATIONS & MARKETING

EAST ASIA AND THE PACIFIC - LANDSCAPES & LIVELIHOODS

EUROPE - COMMUNICATIONS, MARKETS TRANSFORMATION, LANDSCAPES &

LIVELIHOODS

NORTH AMERICA - LANDSCAPES & LIVELIHOODS, MARKETS TRANSFORMATION

SOUTH AMERICA - LANDSCAPES & LIVELIHOODS

SUB-SAHARAN AFRICA - LANDSCAPES & LIVELIHOODS

SOUTH ASIA - LANDSCAPES & LIVELIHOODS

Schedule F (Form 990) 2018

13-3377893

## SCHEDULE G (Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

## **Supplemental Information Regarding Fundraising or Gaming Activities**

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

► Attach to Form 990 or Form 990-EZ.

Name of the organization

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

OMB No. 1545-0047

2018

Open to Public Inspection

**Employer identification number** 

RAINFOREST ALLIANCE, INC.					13-3377893	
<b>Fundraising Activities.</b> Cor Form 990-EZ filers are not				l "Yes" on Form	990, Part IV, line	17.
1 Indicate whether the organization rai				activities. Check a	all that apply.	
a X Mail solicitations	е	X Solid	citation of	non-government g	rants	
<b>b</b> X Internet and email solicitations	f			government grant		
c X Phone solicitations	g			ising events		
d X In-person solicitations	9			g cronic		
# person sometament	r aral agraams ant w	ما بیم طان	مانينماريما (نسما	aludina afficara d	linaatava tuuataaa	
<ul> <li>2a Did the organization have a written of key employees listed in Form 990</li> <li>b If "Yes," list the 10 highest paid ind compensated at least \$5,000 by the</li> </ul>	), Part VII) or entity ividuals or entities	in connec	ction with p	orofessional fundra	ising services?	X Yes No fundraiser is to be
(i) Name and address of individual or entity (fundraiser)	(ii) Activity	custody	ndraiser have or control of outions?	(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
1						
ATTACHMENT 1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
Total		<u>.</u>	<u></u> ▶		156,770.	
3 List all states in which the organizate registration or licensing.	ition is registered o	or licensed	d to solicit	contributions or	has been notified	it is exempt from
AL, AK, AR, CA, CO, CT, FL, GA, HI, IL	1,					
KS, KY, ME, MD, MA, MI, MN, MS, NV, NH	,NJ,NM,NY,NC,	ND,OH,				
OK, OR, PA, RI, SC, TN, UT, VA, WA, WV	,WI,					

Page 2 Schedule G (Form 990 or 990-EZ) 2018 Part | Fundraising Events, Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported

		(a) Event #1 GALA	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through
<b>a</b>		(event type)	(event type)	(total number)	col. (c))
Revenue	1 Gross receipts	911,909.			911,909
אַ מי	2 Less: Contributions	645,375.			645,375
	3 Gross income (line 1 I	minus			266,534
	4 Cash prizes				
	5 Noncash prizes				
Direct Expenses	6 Rent/facility costs	133,969.			133,969
EXP	7 Food and beverages	7,014.			7,014
Direct	8 Entertainment	17,925.			17,925
	9 Other direct expenses	107,626.			107,626
1	10 Direct expense summary.	Add lines 4 through 9 in colu	mn (d)		266,534
1	11 Net income summary. Surt III Gaming. Complete if \$15,000 on Form 990	the organization answered "\	Yes" on Form 990,	Part IV, line 19, or	reported more than
Par	rt III Gaming. Complete if \$15,000 on Form 990	the organization answered "\	Yes" on Form 990,    (b) Pull tabs/instant   bingo/progressive bingo	Part IV, line 19, or	reported more than  (d) Total gaming (add col. (a) through col. (c))
1 Par	Tt III Gaming. Complete if	the organization answered "\ I-EZ, line 6a.  (a) Bingo	Yes" on Form 990,   (b) Pull tabs/instant	Part IV, line 19, or	(d) Total gaming (add
Par Kevenne	Gaming. Complete if \$15,000 on Form 990	the organization answered "\ -EZ, line 6a.  (a) Bingo	Yes" on Form 990,   (b) Pull tabs/instant	Part IV, line 19, or	(d) Total gaming (add
Par enue Sesuedx=	Gaming. Complete if \$15,000 on Form 990	the organization answered "\ -EZ, line 6a.  (a) Bingo	Yes" on Form 990,   (b) Pull tabs/instant	Part IV, line 19, or	(d) Total gaming (add
Par enue Sesuedx=	Gaming. Complete if \$15,000 on Form 990  1 Gross revenue	the organization answered "\ -EZ, line 6a.  (a) Bingo	Yes" on Form 990,   (b) Pull tabs/instant	Part IV, line 19, or	(d) Total gaming (add
Par enue Sesuedx=	Gaming. Complete if \$15,000 on Form 990  1 Gross revenue	the organization answered "\-EZ, line 6a.  (a) Bingo	Yes" on Form 990,    (b) Pull tabs/instant bingo/progressive bingo	Part IV, line 19, or  (c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Par enue Kevenue	Gaming. Complete if \$15,000 on Form 990  1 Gross revenue	the organization answered "\-EZ, line 6a.  (a) Bingo	Yes" on Form 990,    (b) Pull tabs/instant bingo/progressive bingo	Part IV, line 19, or  (c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Par enue Sesuedx=	Gaming. Complete if \$15,000 on Form 990  1 Gross revenue  2 Cash prizes  3 Noncash prizes  4 Rent/facility costs  5 Other direct expenses	the organization answered "\-EZ, line 6a.  (a) Bingo  Yes%  No	Yes" on Form 990,  (b) Pull tabs/instant bingo/progressive bingo  Yes%  No	Part IV, line 19, or  (c) Other gaming  Yes%	(d) Total gaming (add col. (a) through col. (c))
Direct Expenses Revenue	Gaming. Complete if \$15,000 on Form 990  1 Gross revenue  2 Cash prizes  3 Noncash prizes  4 Rent/facility costs  5 Other direct expenses  6 Volunteer labor	the organization answered "\-EZ, line 6a.  (a) Bingo  Yes % No  Add lines 2 through 5 in colum	Yes" on Form 990,  (b) Pull tabs/instant bingo/progressive bingo  Yes%  No  mn (d)	Part IV, line 19, or  (c) Other gaming  Yes%  No	(d) Total gaming (add col. (a) through col. (c))
Direct Expenses Revenue	Gaming. Complete if \$15,000 on Form 990  1 Gross revenue  2 Cash prizes  3 Noncash prizes  4 Rent/facility costs  5 Other direct expenses  6 Volunteer labor  7 Direct expense summary.  8 Net gaming income summ  Enter the state(s) in which is the organization licensed	the organization answered "\-EZ, line 6a.  (a) Bingo  Yes % No  Add lines 2 through 5 in colum	Yes" on Form 990, (b) Pull tabs/instant bingo/progressive bingo  Yes% No  mn (d)  1, column (d)  ming activities: in each of these state	Part IV, line 19, or  (c) Other gaming  Yes%  No	(d) Total gaming (add col. (a) through col. (c))

RAINFOREST ALLIANCE, INC.

13-3377893

Sched	ule G (Form 990 or 990-EZ) 2018 Page <b>3</b>
11	Does the organization conduct gaming activities with nonmembers?
12	Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity
	formed to administer charitable gaming?
13	Indicate the percentage of gaming activity conducted in:
а	The organization's facility
b	An outside facility
14	Enter the name and address of the person who prepares the organization's gaming/special events books and
14	records:
	Name ▶
	Address ▶
15 a	Does the organization have a contract with a third party from whom the organization receives gaming
	revenue? Yes No
b	, , , , , , , , , , , , , , , , , , , ,
	amount of gaming revenue retained by the third party ▶ \$
С	If "Yes," enter name and address of the third party:
	Name ▶
	Address ▶
16	Gaming manager information:
	Name ▶
	Gaming manager compensation ▶ \$
	Description of services provided ▶
	Description of services provided ►
	Director/officer Employee Independent contractor
17	Mandatory distributions:
а	Is the organization required under state law to make charitable distributions from the gaming proceeds to
	retain the state gaming license?
b	Enter the amount of distributions required under state law to be distributed to other exempt organizations
	or spent in the organization's own exempt activities during the tax year 🕨 \$
Par	
	Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information
	(see instructions).

Schedule G (Form 990 or 990-EZ) 2018

13-3377893

## ATTACHMENT 1

990, SCHEDULE G, PART I -	- H.	TGHEST.	PAID	FUNDRAISER
---------------------------	------	---------	------	------------

NAME AND ADDRESS OF FUNDRAISER	ACTIVITY	DID FUNDRAISER HAVE CUSTODY OR CONTROL OF CONTRIBUTIONS? YES NO	GROSS RECEIPTS FROM ACTIVITY	AMOUNT PAID TO (OR RETAINED BY FUNDRAISER	AMOUNT PAID TO (OR RETAINED BY ORGANIZATION
LARA KORITZKE-NAVARRE  25 HALFORD AVENUE  TORONTO  ONTARIO  CA M6S 4G1	CONSULTING	х		68,334.	
LEJDA TOCI  RR, DORA D'ISTRIA, P INSIG, APT 6  TIRANA AL 1000	CONSULTING	Х		12,000.	
MILO SYBRANT LLC  232 HOYT STREET #3  BROOKLYN  NY 11217-2913	CONSULTING	X		11,986.	
RISING TIDE DIRECT, LLC  233 NEEDHAM ST, SUITE 300 NEWTON MA 02464	CONSULTING	х		64,450.	

# **SCHEDULE I** (Form 990)

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

2018

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service

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

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

**Open to Public** Inspection

Name of the organization						Employer identificat	ion number
RAINFOREST ALLIANCE, INC.						13-337789	93
Part I General Information on Grants a	and Assistanc	е					
<ol> <li>Does the organization maintain records to the selection criteria used to award the gra</li> <li>Describe in Part IV the organization's prod</li> </ol>	ants or assistand cedures for mor	e? nitoring the use	of grant funds in the	e United States.			X Yes No
Part II Grants and Other Assistance to Part IV, line 21, for any recipient		_			additional space is n		es" on Form 990,
(a) Name and address of organization or government	<b>(b)</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)	<b>(g)</b> Description of noncash assistance	(h) Purpose of grant or assistance
(1) MERIDIAN INSTITUTE							
105 VILLAGE PLACE DILLON, CO 80435	84-1435420	501(C)(3)	337,299.				CONSERVATION
(2) CONSERVATION INT FOUNDATION							
2011 CRYSTAL DRIVE ARLINGTON, VA 22202	52-1497470	501(C)(3)	19,800.				CONSERVATION
(3) RIGHTS AND RESOURCES GROUP INC							
2715 M STREET NW WASHINGTON, DC 20007	20-3690821	501(C)(3)	15,000.				CONSERVATION
_(4)							
(5)							
(6)							
(8)							
(9)							
(10)							
(11)							
(12)							
<ul><li>2 Enter total number of section 501(c)(3) ar</li><li>3 Enter total number of other organizations</li></ul>	•	•					3.

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

Schedule I (Form 990) (2018)

Schedule I (Form 990) (2018)

# 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>(b)</b> Number of recipients	<b>(c)</b> 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 KLEINHANS FELLOWSHIP	1.	20,000.			
_ 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

THE KLEINHANS ENDOWMENT WAS SET UP TO SUPPORT RAINFOREST ALLIANCE'S

MISSION BY FUNDING RESEARCH AND RELATED ACTIVITIES REGARDING NON-TIMBER

FOREST PRODUCTS. THIS FUNDING IS PERIODICALLY AWARDED TO A RESEARCH

FELLOW.

Schedule I (Form 990) (2018)

Schedule I (Form 990) (2018)

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 III, LINE 1

IN 2018, THE KLEINHANS FELLOWSHIP WAS AWARDED TO AN INDIVIDUAL WHOSE

WORKED ENTAILED IMPROVING COMMUNITY FOREST ENTERPRISE GOVERNANCE IN THE

MAYA BIOSPHERE RESERVE LOCATED IN GUATEMALA.

Schedule I (Form 990) (2018)

## **SCHEDULE J** (Form 990)

**Compensation Information**For certain Officers, Directors, Trustees, Key Employees, and Highest **Compensated Employees** 

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

**Open to Public** Inspection

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service Name of the organization

RAINFOREST ALLIANCE, INC.

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

Employer identification number 13-3377893

Part	Questions Regarding Compensation			
			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.			
	First-class or charter travel    X   Housing allowance or residence for personal use			
	Travel for companions Payments for business use of personal residence			
	Tax indemnification and gross-up payments Health or social club dues or initiation fees			
	Discretionary spending account  Personal services (such as maid, chauffeur, chef)			
b	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		37	
_	explain	1b	X	
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	_	X	
	1a?	2	Λ	
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.			
	Compensation committee Written employment contract			
	X   Independent compensation consultant   X   Compensation survey or study			
	Form 990 of other organizations  X Approval by the board or compensation committee			
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
а	Receive a severance payment or change-of-control payment?	4a	X	
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b		X
С	Participate in, or receive payment from, an equity-based compensation arrangement?	4c		X
	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:	_		37
а	The organization?	5a		X
b	Any related organization?	5b		Λ
•	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:	C-		Х
a	The organization?	6a		X
Ŋ	Any related organization?	6b		21
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed			
•	payments not described on lines 5 and 6? If "Yes," describe in Part III.	7		Х
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject	<u> </u>		
-	to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe			
	in Part III	8		Х
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in			
-	Regulations section 53.4958-6(c)?	9		

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

Schedule J (Form 990) 2018 Page 2

# 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.

		(B) Breakdown of	f W-2 and/or 1099-MIS	SC compensation	(C) Retirement and	(D) Nontaxable	(E) Total of columns	(F) Compensation
(A) Name and Title		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation	other deferred compensation	benefits	(B)(i)-(D)	in column (B) reported as deferred on prior Form 990
ALIK ODINGA HINCKSON	(i)	254,438.	0.	360.	12,973.	19,258.	287,029.	0.
1 <sup>CHIEF</sup> FINANCIAL OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
LESLIE PARK	(i)	247,541.	0.	240.	12,504.	11,382.	271,667.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
JOHANNES DE GROOT	(i)	145,616.	0.	61,173.	0.	279.	207,068.	0.
3CHIEF EXECUTIVE OFFICER	(ii)	25,477.	0.	21,838.	19,534.	0.	66,849.	0.
NIGEL SIZER	(i)	343,271.	0.	552.	13,750.	27,415.	384,988.	0.
CHIEF PROGRAM OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
SUSAN TRESSLER	(i)	197,181.	0.	858.	0.	18,715.	216,754.	0.
5 <sup>CHIEF</sup> EXT REL OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
ALEX MORGAN	(i)	156,451.	0.	145.	7,875.	9,893.	174,364.	0.
6 <sup>CHIEF MARKETS OFFICER</sup>	(ii)	0.	0.	0.	0.	0.	0.	0.
RIA STOUT	(i)	132,996.	0.	21,581.	0.	19,855.	174,432.	0.
7 <sup>CHIEF</sup> REGIONAL OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
MICHAEL IRA BROWN	(i)	138,812.	0.	125.	7,092.	11,863.	157,892.	0.
8DIRECTOR OF INST. RELATIONS	(ii)	0.	0.	0.	0.	0.	0.	0.
SUSAN ARNOT HEANEY	(i)	130,533.	0.	842.	6,941.	25,146.	163,462.	0.
gDIRECTOR OF MARKETING	(ii)	0.	0.	0.	0.	0.	0.	0.
ANA PAULA TAVARES	(i)	73,897.	0.	218,138.	13,750.	4,322.	310,107.	0.
10 EXECUTIVE VP(DEPARTED 2/2018)	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
11	(ii)							
	(i)							
12	(ii)							
	(i)							
13	(ii)							
	(i)							
14	(ii)							
	(i)							
15	(ii)							
	(i)							
16	(ii)							

Schedule J (Form 990) 2018 Page 3

#### Part | Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE J, PART I, LINE 4A

ANA PAULA TAVARES - FORMER EXECUTIVE VICE PRESIDENT RECEIVED SEVERANCE PAY OF \$218,000 REFLECTED IN HER W-2 WAGES.

SCHEDULE J, PART I, LINES 1A AND PART II, LINE 3

AS A RESULT OF THE MERGER OF RAINFOREST ALLIANCE, INC. WITH STICHTING RAINFOREST ALLIANCE, THE BOARD AGREED TO AN ASSIGNMENT AGREEMENT THAT BECAME EFFECTIVE ON MAY 8, 2018, UNDER WHICH JOHANNES DE GROOT, THE DIRECTOR OF THE STICHTING RAINFOREST ALLIANCE, WAS ASSIGNED TO RAINFOREST ALLIANCE, INC. TO FULFILL HIS ROLE AS CHIEF EXECUTIVE OFFICER OF THE MERGED ORGANIZATION. THE AGREEMENT IS FOR A PERIOD OF 3 YEARS AND STIPULATED THAT MR. DE GROOT WOULD RELOCATE TO NEW YORK, NY USA. HOWEVER, MR. DE GROOT WAS NOT COMPENSATED FROM RAINFOREST ALLIANCE, INC. IN 2018. HIS BASE COMPENSATION AND BENEFITS PRESENTED INCLUDES \$207,068 THAT WAS NOT PAID TO MR. DE GROOT, BUT WAS REQUIRED SOLELY FOR THE PURPOSE OF CALCULATING WITHHOLDING TAXES THAT RAINFOREST ALLIANCE, INC. WAS RESPONSIBLE FOR PAYING ON HIS BEHALF. \$273,859 OF HIS COMPENSATION AND BENEFITS ABOVE WAS PAID TO HIM DIRECTLY FROM STICHTING RAINFOREST ALLIANCE AND WILL CONTINUE TO BE PAID FROM THERE FOR THE DURATION OF THE

Schedule J (Form 990) 2018 Page 3

#### Part | 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.

ASSIGNMENT AGREEMENT.

SCHEDULE J, PART III

THE ORGANIZATION'S BOARD OF DIRECTORS HAS ADOPTED A WRITTEN EXECUTIVE COMPENSATION PHILOSOPHY WHICH IT FOLLOWS WHEN IT REVIEWS AND APPROVES THE COMPENSATION AND BENEFITS OF THE ORGANIZATION'S SENIOR MANAGEMENT, INCLUDING THE CEO AND CFO. A REVIEW OF THE TOTAL COMPENSATION FOR EACH INDIVIDUAL IS MADE ON AT LEAST AN ANNUAL BASIS AND ENSURES THAT THE TOTAL COMPENSATION OF SENIOR MANAGEMENT OF THE ORGANIZATION IS REASONABLE. THE ACTIONS TAKEN BY THE EXECUTIVE COMMITTEE ENABLE THE ORGANIZATION TO RECEIVE THE REBUTTABLE PRESUMPTION OF REASONABLENESS FOR PURPOSES OF INTERNAL REVENUE CODE SECTION 4958 WITH RESPECT TO THE TOTAL COMPENSATION OF CERTAIN MEMBERS OF THE SENIOR MANAGEMENT TEAM, INCLUDING BUT NOT LIMITED TO THE CEO AND CFO. THE THREE FACTORS WHICH MUST BE SATISFIED IN ORDER TO RECEIVE THE REBUTTABLE PRESUMPTION OF REASONABLENESS ARE THE FOLLOWING: 1. THE COMPENSATION ARRANGEMENT IS APPROVED IN ADVANCE BY AN "AUTHORIZED BODY" OF THE APPLICABLE TAX-EXEMPT ORGANIZATION WHICH IS COMPOSED ENTIRELY OF INDIVIDUALS WHO DO NOT HAVE A "CONFLICT OF INTEREST" WITH RESPECT TO THE COMPENSATION ARRANGEMENT; 2. THE AUTHORIZED BODY

Schedule J (Form 990) 2018

#### Part | 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.

OBTAINED AND RELIED UPON "APPROPRIATE DATA AS TO COMPARABILITY" PRIOR TO MAKING ITS DETERMINATION; AND 3. THE AUTHORIZED BODY "ADEQUATELY DOCUMENTED THE BASIS FOR ITS DETERMINATION" CONCURRENTLY WITH MAKING THAT DETERMINATION. THE MEMBERS OF THE BOARD OF DIRECTORS EACH ARE INDEPENDENT AND ARE FREE FROM ANY CONFLICTS OF INTEREST WITH RESPECT TO EXECUTIVE COMPENSATION. THE COMMITTEE ADEQUATELY DOCUMENTED ITS BASIS FOR ITS DETERMINATION THROUGH THE TIMELY PREPARATION OF WRITTEN MINUTES OF THE MEETINGS DURING WHICH THE EXECUTIVE COMPENSATION AND BENEFITS WAS REVIEWED AND SUBSEQUENTLY APPROVED. THE ACTIONS OUTLINED ABOVE WITH RESPECT TO THE BOARD AND THE ESTABLISHMENT OF THE REBUTTABLE PRESUMPTION OF REASONABLENESS ONLY APPLIES TO CERTAIN SENIOR MANAGEMENT PERSONNEL. INCLUDING BUT NOT LIMITED TO THE CEO AND CFO. THE COMPENSATION AND BENEFITS OF CERTAIN OTHER INDIVIDUALS CONTAINED IN THIS FORM 990 ARE REVIEWED ANNUALLY BY THE CEO WITH ASSISTANCE FROM OTHER STAFF IN CONJUNCTION WITH THE INDIVIDUAL'S JOB PERFORMANCE DURING THE YEAR AND IS BASED UPON OTHER OBJECTIVE FACTORS DESIGNED TO ENSURE THAT REASONABLE AND FAIR MARKET VALUE COMPENSATION IS PAID BY THE ORGANIZATION. OTHER OBJECTIVE FACTORS INCLUDE SALARY DATA FOR COMPARABLE POSITIONS, PERSONNEL

Schedule J (Form 990) 2018

# Part | 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.

REVIEWS AND EVALUATIONS.

# SCHEDULE M (Form 990)

# **Noncash Contributions**

OMB No. 1545-0047

2018

Open to Public Inspection

Department of the Treasury Internal Revenue Service ► Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.

► Attach to Form 990.

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

Name of the organization

13-3377893

Employer identification number

RAI	NFOREST ALLIANCE, INC.			-	13-3377893			
Par	Types of Property							
		(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 10	Method o			
1	Art - Works of art							
2	Art - Historical treasures							
3	Art - Fractional interests							
4	Books and publications							
5	Clothing and household							
	goods							
6	Cars and other vehicles							
7	Boats and planes							
8	Intellectual property							
9	Securities - Publicly traded		10.	34,740.	SELLING E	PRICE	2	
10	Securities - Closely held stock							
11	Securities - Partnership, LLC,							
	or trust interests							
12	Securities - Miscellaneous							
13	Qualified conservation							
	contribution - Historic							
	structures							
14	Qualified conservation							
	contribution - Other							
15	Real estate - Residential							
16	Real estate - Commercial							
17	Real estate - Other							
18	Collectibles							
19	Food inventory							
20	Drugs and medical supplies							
21	Taxidermy							
22	Historical artifacts							
23	Scientific specimens							
24	Archeological artifacts							
25	Other ►()							
26	Other ►() Other ►()							
27	Other ►()							
	Other ►()							
29	Number of Forms 8283 received	, ,	,					
	which the organization completed F	orm 8283,	Part IV, Donee Acknowledg	jement	29		V	NI-
00-	Design the second of the second in the		L	oter or control to Deat I the	4		Yes	No
30a	During the year, did the organizat				_			
	28, that it must hold for at least the	•			•	20-		Х
	to be used for exempt purposes for		olding period?			30a		
	If "Yes," describe the arrangement i		tana a maraka a maraka a					
31	Does the organization have a			•		24	Х	
20-	contributions?					31	Λ	
s∠a	Does the organization hire or use	•	•	· ·		322		Х
L	contributions?					32a		22
	If "Yes," describe in Part II.	amount in a	column (a) for a type of are	norty for which column /	a) is obsalted			
33	If the organization didn't report an describe in Part II.	amount in C	olumn (c) for a type of pro	perty for writeri column (	a) is checked,			
	accombe iii i ait ii.							

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

Schedule M (Form 990) (2018) Page **2** 

Part II Suppler

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

Schedule M (Form 990) (2018)

13-3377893

# SCHEDULE O (Form 990 or 990-EZ)

## Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or 990-EZ.

OMB No. 1545-0047

2018

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.

Employer identification number

13-3377893

Name of the organization RAINFOREST ALLIANCE, INC.

FORM 990, PART III, LINE 1

FOUNDED IN 1987, THE RAINFOREST ALLIANCE'S MISSION IS TO CONSERVE BIODIVERSITY AND ENSURE SUSTAINABLE LIVELIHOODS BY TRANSFORMING LAND-USE PRACTICES, BUSINESS PRACTICES, AND CONSUMER BEHAVIOR. WE ENVISION A WORLD WHERE PEOPLE CAN THRIVE AND PROSPER IN HARMONY WITH THE LAND. THE CORE OF OUR APPROACH LIES IN LEVERAGING MARKET DEMAND FOR SUSTAINABLE PRODUCTS TO CONSERVE BIODIVERSITY AND ENHANCE LOCAL LIVELIHOODS. FROM LARGE MULTINATIONAL CORPORATIONS TO SMALL, COMMUNITY-BASED COOPERATIVES, WE INVOLVE PRODUCERS, BUSINESSES AND CONSUMERS ALL ALONG THE VALUE CHAIN IN EFFORTS TO BRING RESPONSIBLY PRODUCED GOODS AND SERVICES TO A GLOBAL MARKETPLACE IN WHICH THE DEMAND FOR SUSTAINABILITY IS GROWING STEADILY. SINCE OUR FIRST EFFORTS IN CENTRAL AMERICA OVER 30 YEARS AGO, THE RAINFOREST ALLIANCE HAS GROWN INTO A GLOBAL INNOVATOR OF MARKET-BASED SOLUTIONS FOR CONSERVATION AND ECONOMIC DEVELOPMENT, AND WE ARE CURRENTLY WORKING IN MORE THAN APPROXIMATELY 80 COUNTRIES. THE RAINFOREST ALLIANCE IS ACTIVE IN MULTIPLE SECTORS - INCLUDING FORESTRY, AGRICULTURE, TOURISM AND CARBON/CLIMATE - PROVIDING TECHNICAL ASSISTANCE AND CERTIFICATION SERVICES TO PRODUCERS, WHILE WORKING WITH BOTH LOCAL ENTERPRISES AND DOMESTIC AND INTERNATIONAL BUYERS TO INCREASE THE COMPETITIVENESS OF SUSTAINABLE BUSINESS.

RAINFOREST ALLIANCE HOLDING, INC. WAS FORMED ON JANUARY 1, 2018 TO SERVE

AS THE COMMON NON-PROFIT PARENT CORPORATION PROVIDING CENTRALIZED

GOVERNANCE AND OVERSIGHT OVER 2 WHOLLY-OWNED NON-PROFIT ENTITIES: 1)

RAINFOREST ALLIANCE, INC, A NEW YORK CORPORATION AND SECTION 501(C)(3)

PUBLIC CHARITY AND 2) STICHTING RAINFOREST ALLIANCE, A TAX-EXEMPT DUTCH FOUNDATION.

FORM 990, PART III, LINE 4A LANDSCAPES AND LIVELIHOODS

THE LANDSCAPES AND LIVELIHOODS DIVISION ADVANCES LONG-TERM,

LANDSCAPE-LEVEL INITIATIVES TO SUPPORT LONG-TERM, SUSTAINABLE,

COMMUNITY-BASED DEVELOPMENT ACROSS REGIONS THAT ARE VULNERABLE TO

ECOLOGICAL AND SOCIAL DESTRUCTION. THESE INCLUDE SUPPORT TO THE

IMPLEMENTATION OF CERTIFICATION PROGRAMS THAT ENCOURAGE FARMERS TO GROW

CROPS AND MANAGE RANCHLANDS ACCORDING TO BEST PRACTICES IN ENVIRONMENTAL

PROTECTION, SOCIAL EQUITY, AND ECONOMIC VIABILITY. THE DIVISION ALSO

WORKS WITH FOREST COMMUNITIES TO DEVELOP AND/OR STRENGTHEN SMALL AND

MEDIUM ENTERPRISES THAT HARVEST AND MANUFACTURE FOREST PRODUCTS IN A

SUSTAINABLE WAY AND TO MARKET THESE GOODS TO RESPONSIBLE BUSINESSES AND

CONSUMERS AROUND THE WORLD. HIGHLIGHTS AND MAJOR ACCOMPLISHMENTS IN 2018

INCLUDED:

- IN THE LATIN-AMERICAN PRIORITY COUNTRIES OF MEXICO, HONDURAS, GUATEMALA AND PERU RA SECURED OVER 4.9M USD FROM A DIVERSE DONOR BASE (I.E. FAO, MITSUBISHI CORPORATION FOUNDATION, IKI, OVERBROOK FOUNDATION, TOWARDS SUSTAINABILITY FOUNDATION, USAID, UNDP, DUNKIN BRANDS) TO FURTHER EVOLVE INTEGRATED LANDSCAPE CONSERVATION AND VALUE CHAIN DEVELOPMENT IN THE COFFEE, COCOA AND FORESTRY SECTORS IN STRATEGIC WORKING LANDSCAPES.
- RA MADE SIGNIFICANT STRIDES IN CONNECTING COMMUNITIES TO MARKETS IN

Schedule O (Form 990 or 990-EZ) 2018 Page **2** 

Name of the organization Employer identification number
RAINFOREST ALLIANCE, INC. 13-3377893

#### SCALE UP OUR EFFORTS.

- NEW PROJECTS WERE ALSO STARTED IN AFRICA. IN THE PRIORITY COUNTRIES OF COTE D'IVOIRE, CAMEROON AND KENYA, THESE PROJECTS FURTHER BUILD ON PREVIOUS ACTIVITIES IN THE COCOA, FORESTRY AND TEA SECTORS. RA SECURED 0.6M USD FROM THE FOLLOWING DONORS: CEPF, UNEP, SWEDISH POSTCODE FOUNDATION AND MITSUBISHI CORPORATION FOUNDATION.
- WE MADE PROGRESS IN KENYA WORKING WITH SMALLHOLDER TEA FARMING FAMILIES

  THAT RELY ON CHARCOAL AND FIREWOOD FOR HEATING AND COOKING TO CATALYZE A

  SHIFT TO RENEWABLE ENERGY TO PROTECT FORESTS AND PUBLIC HEALTH.
- IN ASIA, RA SECURED OVER 0.9M USD FOR NEW PROJECTS FOR NEW WORK IN THE PRIORITY COUNTRIES OF INDONESIA, SRI LANKA AND INDIA. PROJECTS FUNDED BY KIRIN, CEPF, GOODWEAVE, GIZ, IKEA SUPPLY AG, MUSIM MAS, PACKARD AND UNILEVER SUPPORT THE FURTHER STRENGTHENING OF INTEGRATED LANDSCAPE CONSERVATION AND VALUE CHAIN DEVELOPMENT IN THE TEA, COCOA, PALM, FORESTRY AND SPICES SECTORS IN STRATEGIC LANDSCAPES.
- IN INDONESIA, FUNDING WAS AWARDED FOR WORK TO 1) CONSERVE BIODIVERSITY WITH SMALLHOLDER COFFEE PRODUCERS IN THE BUFFER ZONES AREA OF BUKIT SELATAN NATIONAL PARK; 2) CONSERVE DANAU POSO'S BIODIVERSITY THROUGH SUSTAINABLE AGRICULTURE AND WATERSHED PROTECTION; 3) INCREASE SUSTAINABLE WOOD SOURCING FROM SMALLHOLDER FORESTS AND 4) HELP ADVANCE THE DEVELOPMENT OF SUSTAINABLE LANDSCAPES IN SINTANG DISTRICT, WEST KALIMANTAN.
- WE SECURED FUNDING TO TRAIN HERB SUPPLIERS ON RA'S SUSTAINABLE AGRICULTURE STANDARDS IN SEVERAL COUNTRIES ACROSS THE GLOBE.
- OUR EXPANDED DIGITAL INNOVATION PROGRAMS MAKE THE MOST OF NEW MOBILE

Employer identification number

13-3377893

TECHNOLOGY NETWORKS TO DELIVER INDIVIDUALIZED, DATA-DRIVEN FARM PLANS AND DETAILED COACHING TO FARMERS. FOR EXAMPLE, IN GHANA, WE USED DIGITAL TECHNOLOGY AND SATELLITE IMAGERY TO HELP FARMERS INCREASE THEIR YIELDS.

- OUR NEW CERTIFICATION SYSTEM IS BEING DESIGNED TO INCENTIVIZE A CONSISTENT FLOW OF INFORMATION ALONG THE SUPPLY CHAIN - A KIND OF "SMART METER" RATHER THAAN A DIPLOMA OF COMPLIANCE. THIS WAY, PROCEDURES AND COMPANIES CAN LEARN FROM THE SUCCESSES AND CHALLENGES OF THEIR PEERS.

FORM 990, PART III, LINE 4B

RA-CERT

DURING Q4 2018, RA SOLD ITS RA-CERT PROGRAM. THIS SALE REPRESENTED A

STRATEGIC SHIFT IN RA'S OPERATIONS. RA WILL CONTINUE TO COLLECT REVENUES

EACH YEAR OF THE 5-YEAR SALE TERM BASED ON A PERCENTAGE OF APPLICABLE

ANNUAL REVENUES. RA-CERT INCLUDED CERTIFICATION, VERIFICATION AND

VALIDATION ACTIVITIES IN THE AREAS OF FORESTRY, AGRICULTURE, AND TOURISM.

THESE SERVICES WERE FOCUSED ON CONSERVING BIODIVERSITY AND ENSURING

SUSTAINABLE LIVELIHOODS. RA-CERT WAS SOLD TO NEPCON, AN INTERNATIONAL

NON-PROFIT ORGANIZATION THAT PROMOTES AND DELIVERS SUSTAINABILITY

CERTIFICATION SERVICES AND HAS BEEN WORKING COLLABORATIVELY ON

CERTIFICATION AND OTHER INITIATIVES WITH RA SINCE 1998. RA AND NEPCON

WILL UPHOLD THEIR COLLABORATIVE RELATIONSHIP, INCLUDING SYNERGIES ON

STANDARDS DEVELOPMENT, IMPACTS REPORTING, AND CONTINUED INNOVATIONS IN

CERTIFICATION DELIVERY.

Schedule O (Form 990 or 990-EZ) 2018

Name of the organization

RAINFOREST ALLIANCE, INC.

Employer identification number

13-3377893

FORM 990, PART III, LINE 4C

MARKETS TRANSFORMATION

MARKETS TRANSFORMATION HELPS ORGANIZATIONS ACROSS THE FORESTRY AND

AGRICULTURE VALUE CHAINS TO SUCCESSFULLY INTEGRATE SUSTAINABILITY INTO

THEIR BUSINESS PRACTICES FROM SUSTAINABLE PRODUCTION TO SUSTAINABLE

CONSUMPTION. HIGHLIGHTS AND MAJOR ACCOMPLISHMENTS IN 2018 INCLUDED:

- RA'S CORPORATE ADVISORY TEAM PARTNERED WITH 15 NORTH AMERICA AND EUROPE BASED COMPANIES TO SUPPORT THE COMPANIES SOURCING PALM OIL, SOY AND RUBBER IN DESIGNING AND IMPLEMENTING ZERO-DEFORESTATION COMMITMENTS USING BEST PRACTICES.
- ALL COCOA FOR TESCO'S OWN LABEL CHOCOLATE PRODUCTS SOLD IN THE UK WERE FROM RA-CERTIFIED SOURCES BY THE END OF 2018.
- WHOLEFOODS MARKET COMMITTED TO SOURCING RA-CERTIFIED BANANAS THROUGH
  OUR NEW TRACEABILITY AND ROYALTY-BASED PLATFORM VIA THEIR SUPPLIER EARTH
  UNIVERSITY.
- 7-ELEVEN BRANDS INTRODUCED RA-CERTIFIED SKUS INTO THEIR NORTH AMERICAN STORES.
- MASSIMO ZANETTI BEVERAGES (MZB) CERTIFIED THEIR KONA HAWAII COFFEE FARM, THE ONLY U.S. BASED COFFEE FARM IN OUR PORTFOLIO.
- HERSHEY STARTED LABELING THEIR BROOKSIDE BRAND ACROSS THE U.S. AS RA-CERTIFIED.

FORM 990, PART III, LINE 4D

EVALUATION & RESEARCH (E&R)

THE EVALUATION & RESEARCH PROGRAM MONITORS, EVALUATES, AND COMMUNICATES

Schedule O (Form 990 or 990-EZ) 2018

THE IMPACTS OF RA'S PROGRAMS, WITH A FOCUS ON ITS CERTIFICATION PROGRAMS.

IT ALSO DESIGNS AND IMPLEMENTS GLOBAL-SCALE PROJECTS TO FOSTER

SUSTAINABLE SUPPLY CHAINS AND SUSTAINABLE RURAL LANDSCAPES IN SUPPORT OF

RA'S MISSION. DURING 2018, THESE PROJECTS INCLUDED THE ACCOUNTABILITY

FRAMEWORK INITIATIVE AND LANDSCALE. FINALLY, THE PROGRAM PROVIDES

SCIENTIFIC AND TECHNICAL INPUTS TO RA'S STANDARD-SETTING PROCESSES,

THOUGHT LEADERSHIP, ADVOCACY, COMMUNICATIONS, SECTOR STRATEGIES, AND

OTHER INITIATIVES. HIGHLIGHTS AND MAJOR ACCOMPLISHMENTS IN 2018

INCLUDED:

- RA PUBLISHED THE 2018 RAINFOREST ALLIANCE IMPACTS REPORT, WHICH PROVIDES A BROAD OVERVIEW OF THE SCOPE, TRENDS, AND IMPACTS OF RA'S AGRICULTURE CERTIFICATION PROGRAM.
- MULTIPLE RESEARCH PROJECTS WERE CONDUCTED EVALUATING THE EFFECTS OF
  RA'S CERTIFICATION PROGRAMS ON SOCIAL AND ENVIRONMENTAL OUTCOMES,
  INCLUDING PRODUCTIVITY, ECONOMIC, AND LIVELIHOOD CHARACTERISTICS
  ASSOCIATED WITH RA CERTIFICATION ON SRI LANKAN TEA FARMS; ENVIRONMENTAL
  AND SOCIAL OUTCOMES ON RA-CERTIFIED BANANA FARMS IN COLOMBIA, COSTA RICA,
  AND BELIZE; AND AGGREGATE EFFECTS OF RA TEA CERTIFICATION IN KENYA ON
  WATERSHED PROTECTION AND ECOSYSTEM SERVICES IN THE UPPER TANA
  WATERSHED.
- TOGETHER WITH PARTNERS ISEAL ALLIANCE AND WWF, RA DEVELOPED EVIDENSIA
  AS A NEW GLOBAL ONLINE PLATFORM TO ACCESS RESEARCH STUDIES, ANALYSIS AND
  SYNTHESIS, AND INSIGHTS ABOUT THE IMPACTS OF CERTIFICATION AND OTHER
  SUPPLY CHAIN SUSTAINABILITY MECHANISMS.
- A FULL CONSULTATION DRAFT OF THE ACCOUNTABILITY FRAMEWORK WAS RELEASED,

Schedule O (Form 990 or 990-EZ) 2018

13-3377893

IN WHICH RA COORDINATES ON BEHALF OF A COALITION OF 14 LEADING SOCIAL AND ENVIRONMENTAL NGOS TO DEFINE COMMON NORMS AND GUIDELINES FOR IMPLEMENTING AND MONITORING ETHICAL SUPPLY CHAIN COMMITMENTS THAT PROTECT FORESTS AND OTHER NATURAL ECOSYSTEMS AND RESPECT HUMAN RIGHTS.

- RA ADVANCED PROGRESS ON THE LANDSCALE ASSESSMENT FRAMEWORK, TOWARD LANDSCALE'S NEW APPROACH TO MEASURING PERFORMANCE AND DRIVING INCENTIVES FOR SUSTAINABLE LANDSCAPE INITIATIVES.
- RA SECURED A NEW THREE-YEAR PARTNERSHIP WITH NESTLE-NESCAFE TO IMPLEMENT A MONITORING AND EVALUATION SYSTEM ACROSS 12 NESCAFE SOURCING ORIGINS TO INFORM TARGETING OF TECHNICAL ASSISTANCE PROGRAMS AND COMMUNICATION OF NESTLE'S SUSTAINABILITY PERFORMANCE IN THESE KEY ORIGINS.
- TOGETHER WITH ISEAL ALLIANCE, RA DESIGNED AND PILOT TESTED A "SUPPORTING EVIDENCE FRAMEWORK" APPROACH TO DEMONSTRATE THE POSSIBILITIES LIMITATIONS TO COLLECT PERFORMANCE AND OUTCOME DATA THROUGH ROUTINE AUDIT PROCESSES AT MINIMAL INCREMENTAL COST, THEREBY SUPPORTING ROBUST ASSURANCE AND M&E. LEARNING FROM THE PILOT HAVE INFORMED THE DESIGN OF RA'S NEW MORE PERFORMANCE-BASED STANDARD AND ASSURANCE SYSTEM.

FORM 990, PART III, LINE 4D

COMMUNICATIONS

COMMUNICATIONS IS RESPONSIBLE FOR OUTREACH AND EDUCATION OF THE PUBLIC ON

Employer identification number

RAINFOREST ALLIANCE, INC.

FORM 990, PART V, LINE 4B

CERTIFICATION STANDARDS, SUSTAINABLE PRACTICES, AND RA'S WORK AROUND THE WORLD AND PRODUCING AND PUBLISHING STUDIES FOCUSED ON FORESTRY,

AGRICULTURE AND CERTIFICATION. HIGHLIGHTS AND MAJOR ACCOMPLISHMENTS IN

2018 INCLUDED:

- CREATED AND EXECUTED A NEW SOCIAL ENGAGEMENT CAMPAIGN FOR FOLLOW THE FROG, AN ANNUAL CONSUMER AWARENESS CAMPAIGN DEVELOPED IN COLLABORATION WITH THE MARKETING TEAM.
- CONCEPTUALIZED AND PRODUCED WEEKLY IMPACT STORIES FROM THE FIELD,
  INCLUDING ARTICLES, VIDEOS, AND INTERACTIVE FEATURES (ESRI STORYMAPS)
  PUSHED TO VARIOUS AUDIENCES THROUGH SOCIAL MEDIA CHANNELS.

THE ORGANIZATION HAD SIGNATURE AUTHORITY OVER BANK ACCOUNTS IN THE FOLLOWING COUNTRIES: BOLIVIA, CANADA, CAMEROON, COSTA RICA, GHANA,

GUATEMALA, HONDURAS, INDONESIA, KENYA, MEXICO, PERU, UNITED KINGDOM.

FORM 990, PART VI, SECTION A, LINE 1A

THE RAINFOREST ALLIANCE HAS AN EXECUTIVE COMMITTEE CONSISTING OF SEVEN

DIRECTORS OF THE BOARD OF DIRECTORS (THE "BOARD"). PURSUANT TO THE

BYLAWS, THE CHAIR OF THE BOARD SERVES AS THE CHAIR OF THE EXECUTIVE

COMMITTEE. DURING THE TIME BETWEEN BOARD MEETINGS, THE EXECUTIVE

COMMITTEE CAN EXERCISE ALL POWERS OF THE BOARD THAT MAY BE DELEGATED IN

CONNECTION WITH THE MANAGEMENT OF THE BUSINESS AFFAIRS AND PROPERTY OF

Schedule O (Form 990 or 990-EZ) 2018

Employer identification number 13-3377893

RAINFOREST ALLIANCE, EXCEPT AS RESTRICTED BY LAW OR THE CERTIFICATE OF INCORPORATION. THE EXECUTIVE COMMITTEE MEETS AT THE DISCRETION OF THE CHAIR OF THE BOARD AND REPORTS ALL ACTIONS TO THE BOARD.

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

THE CFO INITIALLY REVIEWS THE ORGANIZATION'S DRAFT FORM 990. THE GENERAL COUNSEL REVIEWS THE DRAFT 990 WITH RESPECT TO ANY QUESTIONS INVOLVING LEGAL MATTERS. THE DRAFT FORM 990 IS DISTRIBUTED TO EACH OF THE ORGANIZATION'S OFFICERS AND DIRECTORS IN ADVANCE OF FILING. EACH OFFICER AND DIRECTOR IS ASKED TO REVIEW THE DRAFT FORM 990 AND RAISE ANY QUESTIONS OR COMMENTS. THE CFO OVERSEES ANY REVISIONS BEFORE THE FINAL FORM 990 IS FILED.

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

A COPY OF OUR CONFLICT OF INTEREST POLICY, ALONG WITH A CONFLICT OF
INTEREST DISCLOSURE STATEMENT, IS FURNISHED TO EACH DIRECTOR, OFFICER AND
STAFF MEMBER OF THE RAINFOREST ALLIANCE UPON UNDERTAKING THE DUTIES OF
SUCH OFFICE, AND ANNUALLY THEREAFTER FOR THE TERM OF SUCH PERSON'S
SERVICE TO THE ORGANIZATION. ANY DISCLOSURES ARE REVIEWED BY AN INTERNAL
COMMITTEE MADE UP OF THE CEO, CFO AND THE GENERAL COUNSEL, AND ARE
REPORTED ON A QUARTERLY BASIS TO THE AUDIT AND RISK COMMITTEE. THE AUDIT
AND RISK COMMITTEE HAS AMONG ITS RESPONSIBILITIES THE DUTY OF REVIEWING
AND MAKING DETERMINATIONS WITH RESPECT TO ALL TRANSACTIONS, AGREEMENTS,
OR ARRANGEMENTS INVOLVING DIRECTORS, OFFICERS, AND KEY EMPLOYEES. IN
ADDITION, A DETAILED FORM 990 DISCLOSURE STATEMENT IS DISTRIBUTED
ANNUALLY TO MEMBERS OF THE COMMITTEE THAT AWARDS KLEINHANS FELLOWSHIPS

THOSE PERSONS.

AND THE RAINFOREST ALLIANCE'S DIRECTORS, OFFICERS AND KEY EMPLOYEES. IT
REQUESTS DISCLOSURES THAT ARE REQUIRED TO BE REPORTED ON FORM 990 ABOUT
ANY TRANSACTIONS BETWEEN THE ORGANIZATION AND THOSE WHO SERVE IT IN
VARIOUS VOLUNTEER AND PAID CAPACITIES, AND ABOUT ANY TRANSACTIONS AMONG

FORM 990, PART VI, SECTION B, LINE 15A & 15B THE ORGANIZATION HAS DEVELOPED SALARY ADMINISTRATION GUIDELINES (THE "GUIDELINES") THAT APPLY IN SETTING THE COMPENSATION OF ALL OF ITS EMPLOYEES, INCLUDING ITS CEO, OFFICERS, AND KEY EMPLOYEES. UNDER THE GUIDELINES, THE ORGANIZATION UTILIZES SEVERAL SALARY SURVEYS WITH SIMILARLY SIZED, INTERNATIONAL NON-PROFIT ORGANIZATIONS TO ENSURE THAT ITS SALARIES ARE WITHIN THE RANGE OF THOSE OF COMPARABLE ORGANIZATIONS. GENERALLY, THE MIDPOINT OF THE ORGANIZATION'S SALARY RANGES FALLS WITHIN THE SALARY RANGE AVERAGES OF COMPARABLE NON-PROFIT ORGANIZATIONS. PERFORMANCE REVIEWS ARE THEN USED TO ESTABLISH AN INDIVIDUAL EMPLOYEE'S COMPENSATION WITHIN THE RANGE SET BY COMPARABILITY DATA. THE EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS APPROVES MODIFICATION OF COMPENSATION THAT EXTENDS TO SUBSTANTIALLY ALL EMPLOYEES. THE GUIDELINES ALSO REQUIRE THE EXECUTIVE COMMITTEE TO REVIEW AND APPROVE SEPARATELY THE COMPENSATION OF THE CEO AND CFO, UNLESS SUCH INDIVIDUALS RECEIVE A MODIFICATION OF COMPENSATION THAT EXTENDS TO SUBSTANTIALLY ALL EMPLOYEES. TO ENSURE RA PAY SCALES ARE CONSISTENT, FAIR AND COMPETITIVE, RA REGULARLY ENGAGES THE MERCER GROUP TO CONDUCT A GLOBAL REVIEW OF ITS DOMESTIC AND INTERNATIONAL PAY SCALES. THE MOST RECENT REVIEW WAS COMPLETED IN 2016, WITH THE NEXT REVIEW EXPECTED TO OCCUR IN THE NEXT FISCAL YEAR.

FORM 990, PART VI, SECTION C, LINE 19

THE ORGANIZATION'S GOVERNING DOCUMENTS AND FINANCIAL STATEMENTS ARE

AVAILABLE TO THE PUBLIC UPON WRITTEN REQUEST TO MANAGEMENT. IN ADDITION,

THE ORGANIZATION'S AUDITED FINANCIAL STATEMENTS, 990'S, CONFLICT OF

INTEREST AND WHISTLEBLOWER POLICIES, AND SUMMARIES OF ALL OF ITS POLICIES

AND PROCEDURES TO ENSURE INDEPENDENCE, ARE AVAILABLE ON ITS WEBSITE.

FORM 990, PART IX, LINE 9

FUNCTIONAL EXPENSES - OTHER EMPLOYEE BENEFITS - THERE ARE CERTAIN

COUNTRIES IN WHICH RAINFOREST ALLIANCE OPERATES THAT MANDATE EMPLOYER

CONTRIBUTIONS FOR PENSION BENEFITS AND FOR THE COST OF THE HEALTH CARE

FOR EMPLOYEES THAT ARE CITIZENS OF THAT COUNTRY. THESE ARE PAID AS PART

OF THE EMPLOYER TAXES AND CONTRIBUTIONS. GIVEN THAT THE AMOUNTS ARE PAID

AS PART OF PAYROLL TAXES, BUT REPRESENTS BENEFITS TO THE EMPLOYEES, RA

HAS INCLUDED THESE AS EXPENSES AS OTHER EMPLOYEE BENEFITS IN THE

STATEMENT OF FUNCTIONAL EXPENSES.

FORM 990, PART XI, LINE 9

OTHER CHANGES IN NET ASSETS - THE ORGANIZATION OPERATES IN SEVERAL COUNTRIES AND INCURS FOREIGN TRANSLATION GAINS/LOSSES. FOR THE TAX YEAR ENDED DECEMBER 31, 2018, \$138,080 OF FOREIGN CURRENCY EXCHANGE GAINS WERE INCURRED.

FORM 8858

FOREIGN DISREGARDED ENTITIES - THE ORGANIZATION FILED A FORM 8832 FOR DISREGARDED ENTITY STATUS WITH RESPECT TO ALL ITS FOREIGN SUBSIDIARIES.

Schedule O (Form 990 or 990-EZ) 2018 Page 2

Name of the organization Employer identification number
RAINFOREST ALLIANCE, INC. 13-3377893

THE INTERNAL REVENUE SERVICE HAS APPROVED THE ELECTION FOR TREATMENT OF DISREGARDED ENTITY STATUS ON THE FOLLOWING ENTITIES: RAINFOREST ALLIANCE LTD (UK) - EIN # 98-1051166 RAINFOREST ALLIANCE TRADING LTD (UK) - EIN # 98-1069583 RAINFOREST ALLIANCE (GHANA) - EIN # - 98-1051463 FOUNDATION. THE ORGANIZATION HAS NOT RECEIVED A DETERMINATION WITH RESPECT TO THE REMAINING FOREIGN SUBSIDIARIES. THE ORGANIZATION WILL CONTINUE TO TREAT THEM AS FOREIGN DISREGARDED ENTITIES WITHIN FORM 990, INCLUDING THE FILING OF FORM 8858 FOR EACH ONE.

#### FINANCIAL STATEMENTS

THE FINANCIAL STATEMENTS ARE PREPARED ON A CONSOLIDATED BASIS TO INCLUDE ALL OF THE ASSETS, LIABILITIES, NET ASSETS, REVENUES AND EXPENSES OF ALL BRANCHES AND AFFILIATES, WHICH FOR TAX PURPOSES ARE DISREGARDED ENTITIES, OF THE RAINFOREST ALLIANCE, INC.

FORM 990, PART III, LINE 3

DURING 2018 THE RAINFOREST ALLIANACE CERTIFICATION (RA-CERT) PROGRAM WAS

DISCONTINUED.

FORM 990, PART III, LINE 4D - OTHER	PROGRAM SERVICES		ATTACHMENT 1	
DESCRIPTION		GRANTS	EXPENSES	REVENUE
EVALUATION AND RESEARCH		546,975.	1,984,577.	512,461.
COMMUNICATION/EDUCATION PROGRAM			1,895,385.	
	TOTALS		3.879.962.	512,461.

Schedule O (Form 990 or 990-EZ) 2018 Page **2** 

Name of the organization

RAINFOREST ALLIANCE, INC.

Employer identification number

13-3377893

FORM 990, PART VI, LINE 17 - STATES

AL, AK, AR, CA, CO, CT,

FL, GA, HI, IL, KS, KY, ME, MD, MA, MI,

 ${\tt MN,MS,NV,NH,NJ,NM,NY,NC,ND,OH,OK,OR,PA,}$ 

RI, SC, TN, UT, VA, WA, WV, WI,

ATTACHMENT 3

ATTACHMENT 2

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

NAME AND ADDRESS	DESCRIPTION OF SERVICES	COMPENSATION
CHAINPOINT BV MR. E.N. VAN KLEFFENSSTRAAT 12 ARNHEM NETHERLANDS 6842	INFO. TECHNOLOGY	314,867.
EARLY, CASSIDY, & SCHILLING, LLC 15200 OMEGA DRIVE SUITE #100 ROCKVILLE, MD 20850	BUS. MGT CONSULTING	259,211.
RELATIONS GESELLSCHAFT MOERFELDER LANDSTRASSE 72 FRANKFURT GERMANY 60598	PR CONSULTING	193,755.
AMERICAN MESEUM OF NATURAL HISTORY CENTRAL PARK WEST & 79TH STREET NEW YORK, NY 10024	FUNDRAISING EVENT	168,938.
HOS MARCUS & KARIN SCHAEFER AB TALLBACKSVAGEN 2 DJURHAMN SWEDEN 139 73	MARKETING SERVICES	163,187.

ATTACHMENT 4

Schedule O (Form 990 or 990-EZ) 2018				= 1 11 15	Page 2
Name of the organization RAINFOREST ALLIANCE, INC.				Employer identific	
RAINFOREST ABBIANCE, INC.				ATTACHMENT	
FORM 990, PART IX - OTHER	FEES				1 (30111 2)
		(A) TOTAL	(B) PROGRAM	(C) MANAGEMENT	(D) FUNDRAISING
DESCRIPTION		FEES	SERVICE EXP.		EXPENSES
CONSULTING		5,537,627.	5,254,958.	210,550.	72,119.
TOTALS		5,537,627.	5,254,958.	210,550.	72,119.
-0-1-1-2			3,231,3331		
				ATTACHMENT 5	
			=		
FORM 990, PART X - PREPAI	D EXPENSES AN	D DEFERRED CHA	ARGES		
		BEGINN	ING	ENDING	
DESCRIPTION		BOOK VA	ALUE	BOOK VALU	E
			20. 452		
PREPAID EXPENSES		5	29,453.	666,	289.
	TOTALS	5.	29,453.	666,	289.
			<u> </u>	ATTACHMENT 6	
EODW 000 DADELY INTEGER	MENTE DIDIT		NID TOTOC		
FORM 990, PART X - INVESTI	MENIS - BORTI	CLI IRADED SEC	UKIIIES		
		BEGINNING		ENDING	COST
DESCRIPTION		BOOK VALU	<u> </u>	BOOK VALUE	OR FMV
INTERMEDIATE TERM BONDS		1,147,9	965.		FMV
EQUITY ETF		2,842,5	583.	4,049.	FMV
				2,657,640.	FMV
JS TREASURY BILLS				_, ,	
JS TREASURY BILLS					
JS TREASURY BILLS	TOTALS	3,990,5	548.	2,661,689.	
JS TREASURY BILLS	TOTALS	3,990,5	548.	2,661,689.	
JS TREASURY BILLS	TOTALS	3,990,5	548.	2,661,689.	
JS TREASURY BILLS	TOTALS	3,990,5	548.	2,661,689.	

Schedule O (Form 990 or 990-EZ) 2018		Page 2
Name of the organization		Employer identification number
RAINFOREST ALLIANCE, INC.		13-3377893
		ATTACHMENT 7 (CONT'D)
FORM 990, PART X - DEFERRED REVENUE		
	BEGINNING	ENDING
DESCRIPTION	BOOK VALUE	BOOK VALUE
DEFERRED REVENUE	1,057,849.	1,656,341.
TOTALS	1.057.849	1.656.341

RAINFOREST ALLIANCE, INC.

13-3377893

#### **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

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

OMB No. 1545-0047 Open to Public Inspection

Name of the organization

Employer identification number RAINFOREST ALLIANCE, INC. 13-3377893

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

(a) Name, address, and EIN (if app		<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	<b>(d)</b> Total income	<b>(e)</b> End-of-year assets	(f) Direct controlling entity		
(1) RAINFOREST ALLIANCE MEXICO-A	ALIANZA	98	-1051195					
GARDENIAS #817 COLONIA REFORMA	, OAXACA MX	68050		L&L	MX	2,103,750.	1,574,636.	RA
(2) RAINFOREST ALLIANCE S.R.L.		98	-1051465					
CALLE ASUNCION #180, LIBERTAD	SANTA CRUZ,	BL		RA CERT	BL	72,311.	22,039.	RA
(3) RAINFOREST ALLIANCE LTD		98	-1051166					
WARNFORD COURT 29 THROGMORTON	LONDON, UK	EC2N 2	2AT	L&L/MARKETS	UK	1,675,335.	297,441.	RA
(4) RAINFOREST ALLIANCE (GHANA)		98	-1051463					
HSE NO. 36 ABOTSI STREET	EAST LEGON,	ACCRA,	, GH	L&L/RA CERT	GH	675,500.	21,465.	RA
(5) PT RAINFOREST ALLIANCE		98	-1051106					
JI BATURSARI NO.31, MEDURA	DENPASAR SEI	LATAN,	BALI ID	RA CERT/L&L	ID	3,452,116.	1,885,617.	RA
(6) RAINFOREST ALLIANCE CANADA		98	-1051454					
285 MCLEOD STREET	OTTAWA, ONTA	ARIO CA	A K2P1A1	RA CERT	CA	811,660.	673,007.	RA

**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. Part II

(a)  Name, address, and EIN of related organization	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	Section 5 contr	12(b)(13) olled
						Yes	No
(1) RAINFOREST ALLIANCE HOLDING, INC. 82-4110897							
125 BOARD STREET, 9TH FLOOR NEW YORK, NY 10004	SUSTAINABILIT	DE	501(C)(3)	7	N/A		X
(2) STICHTING RAINFOREST ALLIANCE							
DE RUTERKADE 6 AMSTERDAM, NL 1013 AA	SUSTAINABILIT	NL			RA HOLDING		X
(3)							
(4)							
(5)							
(6)							
· ·							
(7)							

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

Schedule R (Form 990) 2018

JSA 8E1307 1.000 RAINFOREST ALLIANCE, INC.

13-3377893

#### **SCHEDULE R** (Form 990)

# **Related Organizations and Unrelated Partnerships**

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

► Attach to Form 990.

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

OMB No. 1545-0047 Open to Public Inspection

Department of the Treasury Internal Revenue Service

Name of the organization **Employer identification number** RAINFOREST ALLIANCE, INC. 13-3377893

Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33. Part I (c) Legal domicile (state (e) End-of-year assets (f) Direct controlling Name, address, and EIN (if applicable) of disregarded entity Total income Primary activity or foreign country) (1) RAINFOREST ALLIANCE TRADING LTD 98-1069583 WARNFORD COURT 29 THROGMORTON LONDON, ENGLAND UK EC2N 2A INACTIVE UK 0 0. RA (2) (3) (4) (5) (6)

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. Part II

(a) Name, address, and EIN of related organization	<b>(b)</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	conti	g) 512(b)(13) rolled tity?
						Yes	No
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							

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

Schedule R (Form 990) 2018

JSA 8E1307 1.000 RAINFOREST ALLIANCE, INC. 13-3377893

Schedule R (Form 990) 2018	Page <b>2</b>
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Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, Part III because it had one or more related organizations treated as a partnership during the tax year. **(b)** Primary activity (g) Share of end-of-(i) Code V - UBI (d) (e) Predominant (h) (j) (k) Direct controlling Name, address, and EIN of Lègal Share of total Percentage General or Disproportionate income (related, related organization domicile amount in box 20 entity income year assets managing ownership allocations? unrelated. (state or of Schedule K-1 partner? excluded from foreign (Form 1065) tax under sections 512 - 514) country) Yes No Yes No (1) (2) (3) (4) (5) (6)

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>(b)</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)(1 controlle entity?
/A								Yes No
<u>(1)</u>	_							
(2)								
(3)								
(4)								
(5)								
(6)								
(7)								

Schedule R (Form 990) 2018

(7)

RAINFOREST ALLIANCE, INC.

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

Schedule R (F	Form 990) 2018	Page •
Part V	Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.	

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?

b Gift, grant, or capital contribution to related organization(s)									
d Loans or loan guarantees to or for related organization(s)		'	1c	X					
			1 d	X					
			1 e	X					
f Dividends from related organization(s)			1f	X					
g Sale of assets to related organization(s)		i F	1g	X					
h Purchase of assets from related organization(s)			1h	X					
i Exchange of assets with related organization(s)			1i	X					
j Lease of facilities, equipment, or other assets to related organization(s).			1j	X					
, ————————————————————————————————————									
k Lease of facilities, equipment, or other assets from related organization(s)			1k	Х					
I 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).			l m	X					
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)		· · ·	1n	X					
o Sharing of paid employees with related organization(s)			10	X					
p Reimbursement paid to related organization(s) for expenses			1p	Х					
q Reimbursement paid by related organization(s) for expenses			1q	X					
The initial content paid by related enganization(e) for expenses 1111111111111111111111111111111111									
r Other transfer of cash or property to related organization(s)			1r	Х					
r Other transfer of cash or property to related organization(s)			1r 1s	X					
s Other transfer of cash or property from related organization(s)			1s						
<ul> <li>s Other transfer of cash or property from related organization(s).</li> <li>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 to</li> </ul>	transaction	n thresh	1s nolds.	X					
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Schedule R (Form 990) 2018

Yes No

Χ

13-3377893

RAINFOREST ALLIANCE, INC.

Schedule R (Form 990) 2018 Page 4

### Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(state or foreign country)		(d) Predominant income (related, unrelated, excluded from tax under  (e) Are all partners section 501(c)(3) organizations?		<b>(f)</b> 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	
40			sections 512-514)	Yes	No			Yes	No		Yes	No	
(1)													
(2)													
(3)													
(4)													
(5)													
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Schedule R (Form 990) 2018

13-3377893

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RAINFOREST ALLIANCE, INC. 13-3377893

Schedule R (Form 990) 2018 Page 5

Part VII Supplemental Information

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

#### **ESTIMATED TAX WORKSHEET FOR FORM 990-W**

Α.	2019 Estimated Tax	Α	
B.	Enter 100 % of Line A  Enter 100 % of tax on 2018 FORM 990-T  C 12,928.		
C.	Enter 100 % of tax on 2018 FORM 990-T C 12,928.		
	Required Annual Payment (Smaller of lines B or C)	D	12,928.
	Income tax withheld (if applicable)		
	Balance (As rounded to the nearest multiple of		13,200.

Record of Estimat	Record of Estimated Tax Payments											
Payment number	(a) Date	(b) Amount	(c) 2018 overpayment credit applied	(d) Total amount paid and credited (add (b) and (c))								
1	04/15/2019		1,018.	1,018.								
2	06/17/2019	3,000.	1,018.	4,018.								
3	09/16/2019	3,000.	1,018.	4,018.								
4	12/16/2019	3,128.	1,018.	4,146.								
Total		9,128.	4,072.	13,200.								

ESTIMATED PAYMENTS MUST BE MADE USING THE ELECTRONIC FEDERAL TAX PAYMENTS SYSTEM (EFTPS). THIS WORKSHEET MERELY PROVIDES THE AMOUNTS WHICH NEED TO BE PAID VIA THE ABOVE METHOD.

FILED UNDER 2018-100

Eorm	990-T	E	cempt Organization					m	OMB	No. 1545-068	37
FUIII		For colo	(and proxy tax ndar year 2018 or other tax year begin			•	,,	1 8	6	<b>010</b>	
Donor	tment of the Treasury	FOI Cale	► Go to www.irs.gov/Form990					.0 =	4		
	al Revenue Service	<b>▶</b> Do	not enter SSN numbers on this form a					c)(3).		Public Inspect Organizations	
A 2	Check box if address changed		Name of organization ( Check bo	ox if nai	me changed and see	instructions	)			ication num	
					a			(2p.	oyoooo., o	00 111011 401101110	,
	empt under section	Print	RAINFOREST ALLIANCE	-				13-3377893			
X	501( C )( 3 )	or	Number, street, and room or suite no. I	ra P.O	. box, see instructions	<b>5.</b>		E Unrelated business activity code			
	408(e) 220(e) 408A 530(a)	i y pe	   125 BROAD STREET, 97	гн ғ	T <sub>1</sub> OOR				nstructions.)	cos activity	couc
	529(a)		City or town, state or province, country			ode					
C Bo	ok value of all assets	-	NEW YORK, NY 10004	•	3 1						
at e	end of year	<b>F</b> Gro	up exemption number (See instructi	ons.)	<b>&gt;</b>						
		<b>G</b> Che	ck organization type   X 501	(c) co	rporation	501(c)	trust	401(a)	trust	Othe	er trust
ΗЕ	nter the number of	the orga	nization's unrelated trades or busine	sses.	<b>&gt;</b>		Describe	the only	/ (or first) ι	ınrelated	
tr	ade or business her	e ▶			If o	only one, o	omplete Parts I	-V. If mor	e than one	, describe	the
fii	st in the blank spa	ice at the	end of the previous sentence, cor	nplete	Parts I and II, com	iplete a Sc	hedule M for ea	ch additio	nal		
	ade or business, the										
			corporation a subsidiary in an affili			bsidiary co	ntrolled group?		▶∟	Yes	No
			identifying number of the parent cor	poration		<del></del>	number > 21	2 677	1000		
			or Business Income				(B) Expen		1	(C) Not	
	Gross receipts or s		Dr Business income		(A) Incom	е	(b) Expen	ses		(C) Net	
1a b	Less returns and allowa		<b>c</b> Balance ▶	1c							
2			ule A, line 7)	2							
3			2 from line 1c	3							
4a			ttach Schedule D)	4a							
b			Part II, line 17) (attach Form 4797)	4b							
С			rusts	4c							
5			r an S corporation (attach statement)	5							
6	Rent income (Sch	edule C)		6							
7	Unrelated debt-fir	nanced in	come (Schedule E)	7							
8	Interest, annuities, roya	alties, and re	ents from a controlled organization (Schedule F)	8							
9			1(c)(7), (9), or (17) organization (Schedule G)	9							
10	•		ncome (Schedule I)	10							
11			lule J) tions; attach schedule)	11		_					
12 13			ough 12			0.					
			Taken Elsewhere (See instr		ns for limitatio		eductions ) (I	-xcent	for contr	ibutions	
			be directly connected with t				, ,	_хоор:		,	
14			directors, and trustees (Schedule K)					14			
15											
16	Repairs and main	tenance						16			
17											
18			(see instructions)								
19											
20		•	See instructions for limitation rules)		1	1		20			
21	Depreciation (atta	ach Form	4562) on Schedule A and elsewhere on re		21	1					
22 23								22b			
23 24			compensation plans								
25			8								
26			Schedule I)								
27			chedule J)								
28			chedule)								
29	Total deductions.	Add line	s 14 through 28					29			
30			le income before net operating								
31			g loss arising in tax years beginning	-	or after January 1, 2	2018 (see	instructions)	31			

PAGE 82

RAINFOREST ALLIANCE, INC. 13-3377893

Form 990-T (2018) Page 2 **Total Unrelated Business Taxable Income** Part III 33 Total of unrelated business taxable income computed from all unrelated trades or businesses (see 33 62,561. 34 34 Amounts paid for disallowed fringes . 35 Deduction for net operating loss arising in tax years beginning before January 1, 2018 (see 35 36 Total of unrelated business taxable income before specific deduction. Subtract line 35 from the sum 62,561. of lines 33 and 34 36 1,000. 37 37 Specific deduction (Generally \$1,000, but see line 37 instructions for exceptions) 38 Unrelated business taxable income. Subtract line 37 from line 36. If line 37 is greater than line 36, 38 61,561. Part IV Tax Computation 12,928. 39 39 Organizations Taxable as Corporations. Multiply line 38 by 21% (0.21)...... 40 at Trust Rates. See instructions for tax computation. Income tax 40 the amount on line 38 from: Tax rate schedule or Schedule D (Form 1041). 41 Proxy tax. See instructions 41 42 42 Alternative minimum tax (trusts only) 43 Tax on Noncompliant Facility Income. See instructions 43 12,928. 44 44 Tax and Payments Part V 45 a Foreign tax credit (corporations attach Form 1118; trusts attach Form 1116). . . . . 45b **b** Other credits (see instructions).......... General business credit. Attach Form 3800 (see instructions) 45e Total credits. Add lines 45a through 45d 12,928. 46 Subtract line 45e from line 44 46 47 Form 4255 Form 8611 Form 8697 Form 8866 47 48 12,928. Total tax. Add lines 46 and 47 (see instructions) 48 49 2018 net 965 tax liability paid from Form 965-A or Form 965-B, Part II, column (k), line 2. 49 17,000 50c 50d Foreign organizations: Tax paid or withheld at source (see instructions) Backup withholding (see instructions) Credit for small employer health insurance premiums (attach Form 8941) . . . . . . Other credits, adjustments, and payments: Form 2439 Form 4136 Other Total ▶ 50g 17,000. 51 51 52 52 Estimated tax penalty (see instructions). Check if Form 2220 is attached Tax due. If line 51 is less than the total of lines 48, 49, and 52, enter amount owed 53 53 4,072. 54 Overpayment. If line 51 is larger than the total of lines 48, 49, and 52, enter amount overpaid . . . . . . . . . Enter the amount of line 54 you want: Credited to 2019 estimated tax  $\triangleright 4$ , 072. Statements Regarding Certain Activities and Other Information (see instructions) At any time during the 2018 calendar year, did the organization have an interest in or a signature or other authority No over a financial account (bank, securities, or other) in a foreign country? If "Yes," the organization may have to file FinCEN Form 114, Report of Foreign Bank and Financial Accounts. If "Yes," enter the name of the foreign country X Χ During the tax year, did the organization receive a distribution from, or was it the grantor of, or transferor to, a foreign trust? If "Yes," see instructions for other forms the organization may have to file. 58 Enter the amount of tax-exempt interest received or accrued during the tax year > \$ 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 taxpayer) is based on all information of which preparer has any knowledge. Sign . May the IRS discuss this return 10/31/2019 CFO Here ALIK HINCKSON with the preparer shown below (see instructions)? X Signature of officer Yes Print/Type preparer's name Preparer's signature Date PTIN **Paid** 10/31/2019 P01249134 BRAD CARUSO self-employed **Preparer** ► WITHUMSMITH+BROWN, PC 22-2027092 Firm's name Firm's EIN ▶ **Use Only** Firm's address ▶ ONE TOWER CENTER BLVD 14TH FL, EAST BRUNSWICK, NJ 08816 732-828-1614

Form **990-T** (2018)

RAINFOREST ALLIANCE, INC. 13-3377893

Form 990-T (2018) Page 3 Schedule A - Cost of Goods Sold. Enter method of inventory valuation Inventory at beginning of year . Inventory at end of year 6 2 Purchases Cost of goods sold. Subtract line 3 3 Cost of labor 6 from line 5. Enter here and in Part I, line 2 4a Additional section 263A costs 7 Yes No (attach schedule) 4a Do the rules of section 263A (with respect to **b** Other costs (attach schedule) . 4b property produced or acquired for resale) apply Total. Add lines 1 through 4b . 5 to the organization? Schedule C - Rent Income (From Real Property and Personal Property Leased With Real Property) (see instructions) 1. Description of property (1) (2) (3) (4) 2. Rent received or accrued (a) From personal property (if the percentage of rent (b) From real and personal property (if the 3(a) Deductions directly connected with the income for personal property is more than 10% but not percentage of rent for personal property exceeds in columns 2(a) and 2(b) (attach schedule) 50% or if the rent is based on profit or income) more than 50%) (1) (2) (3) (4) Total (b) Total deductions. (c) Total income. Add totals of columns 2(a) and 2(b). Enter Enter here and on page 1, here and on page 1, Part I, line 6, column (A) Part I, line 6, column (B) ▶ Schedule E - Unrelated Debt-Financed Income (see instructions) 3. Deductions directly connected with or allocable to 2. Gross income from or debt-financed property 1. Description of debt-financed property allocable to debt-financed (a) Straight line depreciation (b) Other deductions property (attach schedule) (attach schedule) (1) (2) (3) (4) 4. Amount of average 5. Average adjusted basis 6. Column 8. Allocable deductions acquisition debt on or of or allocable to 7. Gross income reportable 4 divided (column 6 x total of columns allocable to debt-financed debt-financed property (column 2 x column 6) by column 5 3(a) and 3(b)) property (attach schedule) (attach schedule) (1) % % (2) % (3) % (4) Enter here and on page 1, Enter here and on page 1, Part I, line 7, column (A). Part I, line 7, column (B).

Form **990-T** (2018)

JSA

Total dividends-received deductions included in column 8 .

13-3377893

Schedule F-Interest, Ann	uities, Royalties	, and Re	ents Fro	m Contro	lled Or	ganizat	ions (see	e instruction	ons)		
	-	Ex	empt Co	ntrolled Or	ganizatio	ons	-				
Name of controlled organization	2. Employer identification number			ated income nstructions)	I	of specified	included	<b>5.</b> Part of column 4 that included in the controllir organization's gross inco		6. Deductions directly connected with income in column 5	
(1)											
(2)											
(3)											
(4)											
Nonexempt Controlled Organi	zations										
7. Taxable Income	8. Net unrelated in (loss) (see instruct			Fotal of specifical parts of the contract of t		includ			11. Deductions directly connected with income in column 10		
(1)											
(2)											
(3)											
(4)											
Totals	ncome of a Sec			(9), or (17	<u> </u>	Enter Part	columns 5 a here and on l, line 8, colu	page 1, mn (A).	En	dd columns 6 and 11. ter here and on page 1, art I, line 8, column (B).	
1. Description of income	2. Amount of	income		3. Deduction directly contact (attach sch	nnected			et-asides schedule)		5. Total deductions and set-asides (col. 3 plus col. 4)	
<u>(1)</u>											
(2)											
(3)											
(4)	Enter here and o									Enter here and on page 1	
Totals	Part I, line 9, co		Other Th	an Advert	ising Ir	ncome (	see instru	ictions)		Part I, line 9, column (B).	
1. Description of exploited activity	2. Gross unrelated business income from trade or business	3. Exp dire connect produc unrel business	ectly ted with ction of lated	4. Net incor from unrela or business 2 minus co If a gain, c cols. 5 thre	ted tradé (column lumn 3). ompute	from a	ss income ctivity that unrelated ss income	<b>6.</b> Expe attributa colum	able to	7. Excess exempt expenses (column 6 minus column 5, but not more than column 4).	
(1)											
(2)											
(3)											
(4)											
	Enter here and on page 1, Part I, line 10, col. (A).	Enter her page 1, line 10,	, Part I,					'		Enter here and on page 1, Part II, line 26.	
Totals											
Schedule J- Advertising I			Canaali	lated De	-!-						
Part I Income From Per	lodicals Report	ed on a	Consoi	ldated Bas	SIS			1			
1. Name of periodical	2. Gross advertising income	<b>3.</b> Di advertisi		gain or (los 2 minus o a gain, co	4. Advertising gain or (loss) (col. 2 minus col. 3). If a gain, compute cols. 5 through 7.  5. Circulation income costs  6. Readership costs		7. Excess readership costs (column 6 minus column 5, but not more than column 4).				
(1)											
(2)											
(3)											
(4)											
Totals (carry to Part II, line (5))										Form <b>990-T</b> (2018	

Form 990-T (2018) RAINFOREST ALLIANCE, INC.

13-3377893

Page **5** 

Part II Income From Periodicals Reported on a Separate Basis (For each periodical listed in Part II, fill in columns 2 through 7 on a line-by-line basis.) 7. Excess readership 4. Advertising gain or (loss) (col. costs (column 6 2. Gross 3. Direct 5. Circulation 6. Readership 2 minus col. 3). If minus column 5, but 1. Name of periodical advertising advertising costs income costs not more than income a gain, compute column 4). cols. 5 through 7. (1) (2) (3) (4) Totals from Part I. Enter here and on Enter here and on Enter here and page 1, Part I, page 1, Part I, on page 1, Part II, line 27. line 11, col (A). line 11, col (B). Totals, Part II (lines 1-5) ▶ Schedule K - Compensation of Officers, Directors, and Trustees (see instructions) 3. Percent of 4. Compensation attributable to 2. Title time devoted to 1. Name unrelated business business (1) %

Form **990-T** (2018)

%

%

%

JSA

(2)

(3)

(4)

Total. Enter here and on page 1, Part II, line 14

8X2744 1.000

PUBLIC DISCLOSURE COPY IRS e-file Signature Authorization Form **8879-EO** OMB No. 1545-1878 for an Exempt Organization For calendar year 2018, or fiscal year beginning 01/01 $_{--}$  , 2018, and ending 12/31▶ Do not send to the IRS. Keep for your records. Department of the Treasury ▶ Go to www.irs.gov/Form8879EO for the latest information. Internal Revenue Service Name of exempt organization Employer identification number 13-3377893 RAINFOREST ALLIANCE, INC. Name and title of officer ALIK HINCKSON, Type of Return and Return Information (Whole Dollars Only) Part I Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line 1a, 2a, 3a, 4a, or 5a, below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, or 5b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. Do not complete more than one line in Part I. Form 990 check here ▶ b Total revenue, if any (Form 990, Part VIII, column (A), line 12) . . . 1b b Total revenue, if any (Form 990-EZ, line 9) . . . . . . . . . 2b 2a Form 990-EZ check here **b** Total tax (Form 1120-POL, line 22) . . . . . . . . . . . . . . . 3b Form 1120-POL check here Form 990-PF check here ▶ b Tax based on investment income (Form 990-PF, Part VI, line 5). 4b Form 8868 check here ▶ Part II **Declaration and Signature Authorization of Officer** Under penalties of perjury, I declare that I am an officer of the above organization and that I have examined a copy of the organization's 2018 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the organization's electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the organization's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the organization's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the organization's electronic return and, if applicable, the organization's consent to electronic funds withdrawal. Officer's PIN: check one box only Lauthorize WITHUMSMITH+BROWN, 6 to enter my PIN as my signature ERO firm name Enter five numbers, but do not enter all zeros on the organization's tax year 2018 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen. As an officer of the organization, I will enter my PIN as my signature on the organization's tax year 2018 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen. Officer's signature Date  $\triangleright 10/31/2019$ Part III Certification and Authentication ERO's EFIN/PIN. Enter your six-digit electronic filing identification

number (EFIN) followed by your five-digit self-selected PIN.

6 2

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2018 electronically filed return for the organization indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature

Date  $\triangleright 10/31/2019$ 

**ERO Must Retain This Form - See Instructions** Do Not Submit This Form To the IRS Unless Requested To Do So

For Paperwork Reduction Act Notice, see back of form.

Form **8879-EO** (2018)



Taxpayer ID: 13-3377893

Taxpayer name: RAINFOREST ALLIANCE, INC.

### You must file this New York State corporation tax return electronically.

Individual taxpayers and paid preparers who use software to prepare their returns or their clients' returns, but file on paper, are subject to penalties.

#### E-filing has many advantages:

- It is fast, easy, and secure.
- There are no additional costs. Once you've paid for your New York State tax preparation software, you can e-file your New York State return for **free**.

#### 90% of New Yorkers enjoy the benefits of e-filing.

#### If you are a corporation:

Because you prepared this New York State tax return using software, you must file it electronically.

#### If you are a paid preparer:

Because you prepared this return using software, you must e-file it. If you file a paper New York State tax return, you will be in violation of New York State law and subject to penalties.

#### If you are a corporation that used a paid preparer:

Since your preparer used software to prepare this return, it must be e-filed. If your tax return preparer gave you a paper New York State tax return with instructions to mail it, contact them and request that they file it electronically.

#### There is no charge for e-filing:

New York State Tax Law prohibits your tax preparer from charging you a separate or additional fee for e-filing your New York State tax return.

#### If you cannot e-file you must include Form CT-2:

If an individual corporation or a paid preparer does not meet the requirements to e-file, a software-generated Form CT-2, *Corporation Tax Return Summary*, **must** be included with the paper return to ensure the return is considered processible.

#### Questions?

Visit our website for more information about New York's e-file mandate.

# **CHAR500**

NYS Annual Filing for Charitable Organizations www.CharitiesNYS.com

Send with fee and attachments to: NYS Office of the Attorney General Charities Bureau Registration Section 28 Liberty Street New York, NY 10005

2018 Open to Public Inspection

### 1. General Information

	, ,,,, , 01	, 01 / <b>2018</b> and Fi		12 / 31 / 2018				
For Fiscal Year Beginning Check if Applicable:	(mm/dd/yyyy) 01 Name of Organization:	/ / <b>2018</b> and Er	nding (mm/dd/yyyy)	Employer Identification Number (EIN):				
X Address Change	RAINFOREST ALLI	ANCE, INC.	"	13-3377893				
Name Change	Mailing Address:		1	NY Registration Number:				
Initial Filing	125 BROAD STREE	T, 9TH FLOOR		04-03-40				
Final Filing	City / State / Zip:		7	Telephone:				
Amended Filing	NEW YORK, NY 10 Website:	004		(212) 677-1900 Email:				
Reg ID Pending	WWW.RAINFOREST-	ALLTANCE ORG	"	ciliali.				
Check your organization's registration category:		L only X DUAL (7A & E		nfirm your Registration Category in the arities Registry at <a href="https://www.charitiesNYS.com">www.charitiesNYS.com</a> .				
2. Certification								
	ion requirements. Improp	er certification is a violation	of law that may be subject	to penalties. The certification requires two				
		eviewed this report, including in accordance with the laws		best of our knowledge and belief, oplicable to this report.				
President or Authorized Office	cer: Signature		Print Name and Title	Date				
Chief Financial Officer or Tre	easurer: Signature		Print Name and Title	Date				
3. Annual Reportin	g Exemption							
categories (DUAL filers) that	apply to your registration, you cannot claim an exem	complete only parts 1, 2, a	nd 3, and submit the certifie	ory (7A or EPTL only filers) or both d Char500. No fee, schedules, or additional n, you must file applicable schedules and				
1 1 1		_	-	ent agencies, etc. did not exceed \$25,000 solicit contributions during the fiscal year.				
3b. EPTL filing exemption: Gross receipts did not exceed \$25,000 and the market value of assets did not exceed \$25,000 at any time during the fiscal year.								
4. Schedules and Attachments								
See the following page for a checklist of schedules and attachments to complete your filling.  X Yes No 4a. Did your organization use a professional fund raiser, fund raising counsel or commercial co-venturer for fund raising activity in NY State? If yes, complete Schedule 4a.  X Yes No 4b. Did the organization receive government grants? If yes, complete Schedule 4b.								
5. Fee								
See the checklist on the	7A filing fee:	EPTL filing fee:	Total fee:	Make a single check or money order				
next page to calculate your fee(s). Indicate fee(s) you are submitting here:	\$25	\$750.	\$775.	payable to:  "Department of Law"				

CHAR500 Annual Filing for Charitable Organizations (Updated January 2019)

Page 1

<sup>\*</sup>The "Exempt" category refers to an organization's NYS registration status. It does not refer to its IRS tax designation.

# CHAR500

**Annual Filing Checklist** 

Simply submit the certified CHAR500 with no fee, schedule, or additional attachments IF:

- Your organization is registered as 7A only and you marked the 7A filing exemption in Part 3.
- Your organization is registered as EPTL only and you marked the EPTL filing exemption in Part 3.
- Your organization is registered as DUAL and you marked both the 7A and EPTL filing exemption in Part 3.

#### **Checklist of Schedules and Attachments**

Cn	eck	the schedules	you	musi	Submit	with	your	CHAR	ouu as	s desi	cribed	ın P	ant 4	4.
_														

X If you answered "yes" in Part 4a, submit Schedule 4a: Professional Fund Raisers (PFR), Fund Raising Counsel (FRC), Commercial Co-Venturers (CCV)

If you answered "yes" in Part 4b, submit Schedule 4b: Government Grants

Check the financial attachments you must submit with your CHAR500:

X IRS Form 990, 990-EZ, or 990-PF, and 990-T if applicable

All additional IRS Form 990 Schedules, including Schedule B (Schedule of Contributors). Schedule B of public charities is exempt from disclosure Х and will not be available for public review.

Our organization was eligible for and filed an IRS 990-N e-postcard. Our revenue exceeded \$25,000 and/or our assets exceeded \$25,000 in the filing year. We have included an IRS Form 990-EZ for state purposes only.

If you are a 7A only or DUAL filer, submit the applicable independent Certified Public Accountant's Review or Audit Report:

Review Report if you received total revenue and support greater than \$250,000 and up to \$750,000.

Audit Report if you received total revenue and support greater than \$750,000

No Review Report or Audit Report is required because total revenue and support is less than \$250,000

We are a DUAL filer and checked box 3a, no Review Report or Audit Report is required

#### Calculate Your Fee

For 7A and DUAL filers, calculate the 7A fee:
---

\$0, if you checked the 7A exemption in Part 3a

\$25, if you did not check the 7A exemption in Part 3a

For EPTL and DUAL filers, calculate the EPTL fee:

\$0, if you checked the EPTL exemption in Part 3b

\$25, if the NET WORTH is less than \$50,000

\$50, if the NET WORTH is \$50,000 or more but less than \$250,000

\$100, if the NET WORTH is \$250,000 or more but less than \$1,000,000

\$250, if the NET WORTH is \$1,000,000 or more but less than \$10,000,000

\$750, if the NET WORTH is \$10,000,000 or more but less than \$50,000,000

\$1500, if the NET WORTH is \$50,000,000 or more

### **Send Your Filing**

Send your CHAR500, all schedules and attachments, and total fee to:

NYS Office of the Attorney General Charities Bureau Registration Section 28 Liberty Street New York, NY 10005

#### Need Assistance?

Visit: www.CharitiesNYS.com (212) 416-8401

Email: Charities.Bureau@ag.ny.gov

CHAR500 Annual Filing for Charitable Organizations (Updated January 2019)

#### Is my Registration Category 7A, EPTL, DUAL or EXEMPT?

Organizations are assigned a Registration Category upon registration with the NY Charities Bureau:

7A filers are registered to solicit contributions in New York under Article 7-A of the Executive Law ("7A")

EPTL filers are registered under the Estates, Powers & Trusts Law ("EPTL") because they hold assets and/or conduct activites for charitable purposes in NY.

DUAL filers are registered under both 7A and EPTL.

**EXEMPT** filers have registered with the NY Charities Bureau and meet conditions in Schedule E - Registration Exemption for Charitable Organizations. These organizations are not required to file annual financial reports but may do so voluntarily.

Confirm your Registration Category and learn more about NY law at www.CharitiesNYS.com.

#### Where do I find my organization's NET WORTH?

NET WORTH for fee purposes is calculated on:

- IRS From 990 Part I, line 22
- IRS Form 990 EZ Part I line 21
- IRS Form 990 PF, calculate the difference between Total Assets at Fair Market Value (Part II, line 16(c)) and Total Liabilities (Part II, line 23(b)).

Page 2

2018

Schedule 4a: Professional Fund Raisers, Fund Raising Counsels, Commercial Co-Venturers www.CharitiesNYS.com

Open to Public Inspection

If you checked the box in question 4a in Part 4 on the CHAR500 Annual Filing for Charitable Organizations, complete this schedule for EACH Professional Fund Raiser (PFR), Fund Raising Counsel (FRC) or Commercial Co-Venturer (CCV) that the organization engaged for fund raising activity in NY State. The PFR or FRC should provide its NY Registration Number to you. Include this schedule with your certified CHAR500 NYS Annual Filing for Charitable Organizations and use additional pages if necessary.

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1	efi	n		n
	T 1			

A Professional Fund Raiser (PFR), in addition to other activities, conducts solicitation of contributions and/or handles the donations (Article 7A, 171-a.4).

A Fund Raising Counsel (FRC) does not solicit or handle contributions but limits activities to advising or assisting a charitable organization to perform such functions for itself (Article 7A, 171-a.9).

A **Commercial Co-Venturer (CCV)** is an individual or for-profit company that is regularly and primarily engaged in trade or commerce other than raising funds for a charitable organization and who advertises that the purchase or use of goods, services, entertainment or any other thing of value will benefit a charitable organization (Article 7A, 171-a.6).

. Organization Inform	nation	
Name of Organization: RAINFOREST ALLIANCE	, INC.	NY Registration Number: 04-03-40
2. Professional Fund R	Raiser, Fund Raising Counsel, Commerci	al Co-Venturer Information
	Name of FRP:	NY Registration Number:
Fund Raising Professional type:	LARA KORITZKE-NAVARRE	
Professional Fund Raiser	Mailing Address:	Telephone:
X Fund Raising Counsel	25 HALFORD AVE	
	City / State / Zip:	
Commercial Co-Venturer	TORONTO, ON CA M6S 4G1	
3. Contract Information	20	
Contract Information	Contract End Date:	
John act Start Date:	Contract End Date:	
12/01/2	017	
12/01/2	017 05/31/2018	
4. Description of Serv		
4. Description of Serv Services provided by FRP: ASS		ENT OF MULTIPLE ONGOING
4. Description of Serv Services provided by FRP: ASS	ices ISTANCE WITH COORDINATION AND MANAGEME JECTS.	ONT OF MULTIPLE ONGOING
4. Description of Serv Services provided by FRP: ASS PROC	ices ISTANCE WITH COORDINATION AND MANAGEME JECTS.	Amount Paid to FRP:
4. Description of Serv Services provided by FRP: ASS PROC	ices ISTANCE WITH COORDINATION AND MANAGEME JECTS.	Amount Paid to FRP:
4. Description of Serv Services provided by FRP: ASS PROC	ices ISTANCE WITH COORDINATION AND MANAGEME JECTS.	
4. Description of Serv Services provided by FRP: ASS PROC	ices ISTANCE WITH COORDINATION AND MANAGEME JECTS.	Amount Paid to FRP:
4. Description of Serv Services provided by FRP: ASS PROC	ices ISTANCE WITH COORDINATION AND MANAGEME JECTS.  Pensation FRP: DAILY RATE OF \$800	Amount Paid to FRP:

CHAR500 Schedule 4a: Professional Fund Raisers, Fund Raising Counsels, Commercial Co-Venturers (Updated January 2019)

2018

Schedule 4a: Professional Fund Raisers, Fund Raising Counsels, Commercial Co-Venturers www.CharitiesNYS.com

Open to Public Inspection

If you checked the box in question 4a in Part 4 on the CHAR500 Annual Filing for Charitable Organizations, complete this schedule for EACH Professional Fund Raiser (PFR), Fund Raising Counsel (FRC) or Commercial Co-Venturer (CCV) that the organization engaged for fund raising activity in NY State. The PFR or FRC should provide its NY Registration Number to you. Include this schedule with your certified CHAR500 NYS Annual Filing for Charitable Organizations and use additional pages if necessary.

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A Professional Fund Raiser (PFR), in addition to other activities, conducts solicitation of contributions and/or handles the donations (Article 7A, 171-a.4).

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A **Commercial Co-Venturer (CCV)** is an individual or for-profit company that is regularly and primarily engaged in trade or commerce other than raising funds for a charitable organization and who advertises that the purchase or use of goods, services, entertainment or any other thing of value will benefit a charitable organization (Article 7A, 171-a.6).

charitable organization (Article 7A, 171- <b>Professional fund raising</b> does not	include activities by an organization's development staff, vo	olunteers, or a grantwriter who has been hired solely to
draft applications for funding from	a government agency or tax exempt organization.	
1. Organization Informa	ation	
Name of Organization: RAINFOREST ALLIANCE,		NY Registration Number: 04-03-40
2. Professional Fund Ra	iser, Fund Raising Counsel, Commerci	ial Co-Venturer Information
	Name of FRP:	NY Registration Number:
Fund Raising Professional type:	MILO SYBRANT, LLC	53 - 66 - 32
Professional Fund Raiser	Mailing Address: 232 HOYT STREET #3	Telephone:
X Fund Raising Counsel		
Commercial Co-Venturer	City / State / Zip: BROOKLYN, NY 11217-2913	
3. Contract Information	1	
Contract Start Date:	Contract End Date:	
10/01/20	18 12/31/2018	
4. Description of Service	ces	
	JLTATION ON CAMPAIGN FUNDRAISING, ENGFIVE IMPLEMENTATION.	GAGEMENT STRATEGY, AND
5. Description of Comp	ensation	
•	RP: MONTHLY RETAINER FEE OF \$5,993	Amount Paid to FRP:
		11,986.
6. Commercial Co-Vent	urer (CCV) Report	
o. Commercial Co-vent	urer (OOV) Neport	
IIIYes INO	rere provided by a CCV, did the CCV provide the charitable (a) part 3 of the Executive Law Article 7A?	organization with the interim or closing report(s) required by

CHAR500 Schedule 4a: Professional Fund Raisers, Fund Raising Counsels, Commercial Co-Venturers (Updated January 2019)

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2018

Schedule 4a: Professional Fund Raisers, Fund Raising Counsels, Commercial Co-Venturers www.CharitiesNYS.com

Open to Public Inspection

If you checked the box in question 4a in Part 4 on the CHAR500 Annual Filing for Charitable Organizations, complete this schedule for EACH Professional Fund Raiser (PFR), Fund Raising Counsel (FRC) or Commercial Co-Venturer (CCV) that the organization engaged for fund raising activity in NY State. The PFR or FRC should provide its NY Registration Number to you. Include this schedule with your certified CHAR500 NYS Annual Filing for Charitable Organizations and use additional pages if necessary.

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1	efi	n		n
	T 1			

A Professional Fund Raiser (PFR), in addition to other activities, conducts solicitation of contributions and/or handles the donations (Article 7A, 171-a.4).

A Fund Raising Counsel (FRC) does not solicit or handle contributions but limits activities to advising or assisting a charitable organization to perform such functions for itself (Article 7A, 171-a.9).

A Commercial Co-Venturer (CCV) is an individual or for-profit company that is regularly and primarily engaged in trade or commerce other than raising funds for a charitable organization and who advertises that the purchase or use of goods, services, entertainment or any other thing of value will benefit a charitable organization (Article 7A, 171-a.6).

		nt staff, volunteers, or a grantwriter who has been hired solely to
1. Organization Informa	ation	
Name of Organization: RAINFOREST ALLIANCE,	INC.	NY Registration Number: 04-03-40
2. Professional Fund Ra	iser, Fund Raising Counsel, Co	mmercial Co-Venturer Information
Fund Raising Professional type:	Name of FRP: LEJDA TOCI	NY Registration Number:
Professional Fund Raiser	Mailing Address: RR, DORA D'ISTRIA, P INSIG, A	Telephone:
X Fund Raising Counsel	City / State / Zip:	
Commercial Co-Venturer	TIRANA, AL 1000	
3. Contract Information	1	
Contract Start Date:	Contract End Date:	
06/04/20	18 08/03/2018	
4. Description of Service	es	
•	JLTATION ON SPECIFIC REPORTS A	
5. Description of Comp	ensation	
Compensation arrangement with FF	Amount Paid to FRP:	
		12,000.
6. Commercial Co-Vent	urer (CCV) Report	
I I Yes I No	ere provided by a CCV, did the CCV provide the a) part 3 of the Executive Law Article 7A?	charitable organization with the interim or closing report(s) required by
CHAREOO Sahadula 4a: Profes	sianal Fund Paisara, Fund Paising Counsels	Commercial Co-Venturers (Undated January 2010)

2018

Schedule 4a: Professional Fund Raisers, Fund Raising Counsels, Commercial Co-Venturers www.CharitiesNYS.com

Open to Public Inspection

If you checked the box in question 4a in Part 4 on the CHAR500 Annual Filing for Charitable Organizations, complete this schedule for EACH Professional Fund Raiser (PFR), Fund Raising Counsel (FRC) or Commercial Co-Venturer (CCV) that the organization engaged for fund raising activity in NY State. The PFR or FRC should provide its NY Registration Number to you. Include this schedule with your certified CHAR500 NYS Annual Filing for Charitable Organizations and use additional pages if necessary.

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1	efi	n		n
	T 1			

A **Professional Fund Raiser (PFR)**, in addition to other activities, conducts solicitation of contributions and/or handles the donations (Article 7A, 171-a.4).

A Fund Raising Counsel (FRC) does not solicit or handle contributions but limits activities to advising or assisting a charitable organization to perform such functions for itself (Article 7A, 171-a.9).

A **Commercial Co-Venturer (CCV)** is an individual or for-profit company that is regularly and primarily engaged in trade or commerce other than raising funds for a charitable organization and who advertises that the purchase or use of goods, services, entertainment or any other thing of value will benefit a charitable organization (Article 7A, 171-a.6).

Professional fund raising does not draft applications for funding from			f, volunteers, or a ç	grantwriter who has been hired solely to
1. Organization Informa	ation			
Name of Organization: RAINFOREST ALLIANCE,				NY Registration Number: 04-03-40
2. Professional Fund Ra	iser, Fund Raising C	ounsel, Comme	ercial Co-Vei	nturer Information
Fund Raising Professional type:	Name of FRP: RISING TIDE DIRECT	, LLC		NY Registration Number:
Professional Fund Raiser	Mailing Address: 233 NEEDHAM ST, SU	TTE 300		Telephone:
X Fund Raising Counsel	City / State / Zip:			
Commercial Co-Venturer	NEWTON, MA 02464			
3. Contract Information	1			_
Contract Start Date:	Contract End Date:			
08/01/203	L7 (	06/30/2020		
4. Description of Service	es			
Services provided by FRP: FUNDE	AISING CONSULTING,	CREATIVE AND F	PRODUCTION S	ERVICES.
5. Description of Comp	ensation			
Compensation arrangement with FRA 3% INCREASE IN EACH THREE (7/1/2019-6/30/	P: MONTHLY PAYMENTS OF YEAR TWO (7/1/20			Amount Paid to FRP:
				64,450.
6. Commercial Co-Vent	urer (CCV) Report			
I I TES I INO	ere provided by a CCV, did the a) part 3 of the Executive Law A		able organization w	ith the interim or closing report(s) required by
OLIABEOO Oslas dala As-Bastas	siamal Found Daisans Found D	alalaa Oassaala Oassa	magnial C= V=::t::	(Undeted January 2040)

CHAR500 Schedule 4a: Professional Fund Raisers, Fund Raising Counsels, Commercial Co-Venturers (Updated January 2019)

# CHAR500

Schedule 4b: Government Grants www.CharitiesNYS.com

2018 Open to Public Inspection

If you checked the box in question 4b in Part 4, complete this schedule and list EACH government grant award by a domestic (federal, state or local) agency; interstate or intergovernmental agency (for example Port Authority of New York and New Jersey); and state or local authorities. Use additional pages if necessary. Include this schedule with your certified CHAR500 NYS Annual Filing for Charitable Organizations.

### 1. Organization Information

Name of Organization:	NY Registration Number:
RAINFOREST ALLIANCE, INC.	04-03-40

### 2. Government Grants

Name of Government Agency	Am	Amount of Grant	
1. INTERNATIONAL PROCUREMENT AND LOGISTICS	1.	40,179.	
2. GLOBAL ENVIRONMENTAL FACILITY	2.	368,894.	
3. INTERNATIONAL CENTER FOR TROPICAL AGRICULTURE	3.	104,300.	
4. HUMANISTS INSTITUTE FOR COOPERATION	4.	30,760.	
5. GOVT OF INDONESIA/MILLENIUM CHALLENGE CORP	5.	858,974.	
6. UNITED NATIONS ENVIRONMENT PROGRAMME	6.	280,892.	
7. RTI INTERNATIONAL	7.	10.	
8. INITIATIEF DUURZAME HANDEL	8.	12,913.	
9. GERMAN GOVERNMENT (GIZ)	9.	44,658.	
10 <sub>US</sub> GOVERNMENT (CNCG)	10.	2,105,904.	
11 IFAD SMALLHOLDER FARMERS (IFAD)	11.	407,634.	
12 <sub>UNITED</sub> NATIONS DEVELOPMENT PROGRAM	12.	149,563.	
13 <sub>FMENCBNS</sub>	13.	258,143.	
14 DUTCH SUSTAINABLE TRADE INITIATIVE (IDH)	14.	119,315.	
15 <sub>PROGRAMA</sub> DE LA NACIONES UNIDAS DESARRO (PNUD)	15.	158,056.	
Total Government Grants:	Total:		

# CHAR500

Schedule 4b: Government Grants www.CharitiesNYS.com

2018 Open to Public Inspection

If you checked the box in question 4b in Part 4, complete this schedule and list EACH government grant award by a domestic (federal, state or local) agency; interstate or intergovernmental agency (for example Port Authority of New York and New Jersey); and state or local authorities. Use additional pages if necessary. Include this schedule with your certified CHAR500 NYS Annual Filing for Charitable Organizations.

### 1. Organization Information

Name of Organization:	NY Registration Number:

# 2. Government Grants

Name of Government Agency	Amo	Amount of Grant	
1. UNEP (UNEP-GEF)	1.	56,356.	
2. FUNDACION DEFENSORES DE LA NATURALEZA (FDN)	2.	34,973.	
3. UK DEPARTMENT FOR INTERNATIONAL DEV (DFID)	3.	307,585.	
4. UNITED STATES AGENCY FOR INTL DEV (USAID)	4.	70,720.	
5. WINROCK (IDB)	5.	6,428.	
6. WINROCK (USAID)	6.	17,916.	
7. <sub>UNDP</sub>	7.	8,650.	
8. CEPF COFFEE & COCOA BENTEANG	8.	3,336.	
9. WORLD BANK	9.	294,050.	
10 <sub>UK GOVT</sub> (DEFRA)	10.	172,252.	
11 INTER-AMERICAN DEVELOPMENT BANK (HONDURAS)	11.	357,594.	
12 <sub>NORWEGIAN MINISTRY OF C&amp;E (KLD)</sub>	12.	477,709.	
13 <sub>FOOD</sub> AND AGRICULTURE ORGANIZATION (FAO)	13.	29,476.	
14 CRITICAL ECOSYSTEM PARTNERSHIP FUND	14.	40,100.	
15 DEPARTMENT FOR INTL DEVELOPMENT (DFID)	15.	28,934.	
Total Government Grants:	Total:		

# CHAR500

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1. Organization Information	
Name of Organization:	NY Registration Number:

2. Government Grants		
Name of Government Agency	Amount of Grant	
1. GERMAN FEDERAL ENVIRONMENT MINISTRY (BMU)	1.	3,430.
2. GEMA (USAID)	2.	3,969.
3.	3.	
4.	4.	
5.	5.	
6.	6.	
7.	7.	
8.	8.	
9.	9.	
10.	10.	
11.	11.	
12.	12.	
13.	13.	
14.	14.	
15.	15.	
Total Government Grants:	Total:	6,853,673.