

Form

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

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

OMB No 1545-0047

2003**Open to Public Inspection**Department of the Treasury
Internal Revenue Service

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

A For the 2003 calendar year, or tax year beginning April 1, 2003, and ending March 31, 2004**B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return
☐ Amended return
☐ Application pending

Please use IRS label or print or type See Specific Instructions

C Name of organization**The Land Trust for Tennessee, Inc.**

Number and street (or P O box if mail is not delivered to street address) Room/suite

209 10th Avenue South

City or town, state or country, and ZIP + 4

Nashville, TN 37203**D** Employer identification number**62 : 1770549****E** Telephone number**(615) 244-5263****F** Accounting method ☐ Cash ☒ Accrual☐ Other (specify) ▶

• Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

G Website: ▶ **www.landtrusttn.org****J** Organization type (check only one) ▶ ☒ 501(c) (3) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527**K** Check here ▶ ☐ if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS, but if the organization received a Form 990 Package in the mail, it should file a return without financial data. Some states require a complete return.**H and I are not applicable to section 527 organizations****H(a)** Is this a group return for affiliates? ☐ Yes ☒ No**H(b)** If "Yes," enter number of affiliates ▶**H(c)** Are all affiliates included? ☐ Yes ☐ No

(If "No," attach a list. See instructions.)

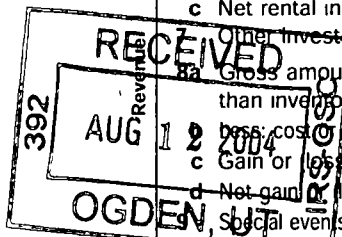
H(d) Is this a separate return filed by an organization covered by a group ruling? ☐ Yes ☒ No**I** Group Exemption Number ▶**M** Check ▶ ☐ if the organization is not required to attach Sch. B (Form 990, 990-EZ, or 990-PF)**L** Gross receipts. Add lines 6b, 8b, 9b, and 10b to line 12 ▶ **508,831****Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances** (See page 18 of the instructions.)**1** Contributions, gifts, grants, and similar amounts received:**a** Direct public support**1a****329,082****b** Indirect public support**1b****28,700****c** Government contributions (grants)**1c****d** Total (add lines 1a through 1c) (cash \$ noncash \$)**1d****357,782****2** Program service revenue including government fees and contracts (from Part VII, line 93)**2****3** Membership dues and assessments**3****4** Interest on savings and temporary cash investments**4****3,386****5** Dividends and interest from securities**5****6a** Gross rents**6a****b** Less: rental expenses**6b****c** Net rental income or (loss) (subtract line 6b from line 6a)**6c****d** Other investment income (describe ▶)**7****8a** Gross amount from sales of assets other than inventory**(A) Securities****(B) Other****8b** Less: cost or other basis and sales expenses**8a****c** Gain or (loss) (attach schedule)**8b****d** Net gain or (loss) (combine line 8c, columns (A) and (B))**8c****8d****e** Other revenue (attach schedule) If any amount is from gaming, check here ▶ ☐**a** Gross revenue (not including \$ of contributions reported on line 1a)**9a****147,663****b** Less: direct expenses other than fundraising expenses**9b****74,638****c** Net income or (loss) from special events (subtract line 9b from line 9a)**9c****73,025****10a** Gross sales of inventory, less returns and allowances**10a****b** Less: cost of goods sold**10b****c** Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a)**10c****11** Other revenue (from Part VII, line 103)**11****12** Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)**12****434,193****13** Program services (from line 44, column (B))**13****271,783****14** Management and general (from line 44, column (C))**14****71,805****15** Fundraising (from line 44, column (D))**15****49,394****16** Payments to affiliates (attach schedule)**16****17** Total expenses (add lines 16 and 44, column (A))**17****392,982****18** Excess or (deficit) for the year (subtract line 17 from line 12)**18****41,211****19** Net assets or fund balances at beginning of year (from line 73, column (A))**19****2,566,471****20** Other changes in net assets or fund balances (attach explanation)**20****21** Net assets or fund balances at end of year (combine lines 18, 19, and 20)**21****2,607,682**

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form **990** (2003)

SCANNED AUG 16 2004



Part II Statement of Functional Expenses

All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others. (See page 22 of the instructions.)

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22	Grants and allocations (attach schedule) (cash \$ _____ noncash \$ _____)				
23	Specific assistance to individuals (attach schedule)				
24	Benefits paid to or for members (attach schedule)				
25	Compensation of officers, directors, etc.	64,000	51,200	6,400	6,400
26	Other salaries and wages	180,377	115,873	36,821	27,683
27	Pension plan contributions	5,538	3,778	989	771
28	Other employee benefits	8,289	5,656	1,480	1,153
29	Payroll taxes	18,146	12,381	3,239	2,526
30	Professional fundraising fees				
31	Accounting fees	7,120		7,120	
32	Legal fees	1,749		1,749	
33	Supplies	6,248	4,263	1,116	869
34	Telephone	6,466	4,412	1,154	900
35	Postage and shipping	2,005	1,368	358	279
36	Occupancy	31,505	21,496	5,624	4,385
37	Equipment rental and maintenance	459	313	82	64
38	Printing and publications	4,050	2,764	723	563
39	Travel				
40	Conferences, conventions, and meetings	33,574	30,797	1,560	1,217
41	Interest	70		70	
42	Depreciation, depletion, etc. (attach schedule)	4,562	3,113	814	635
43	Other expenses not covered above (itemize): a G&A	683	471	122	90
b	Bank Fees and Licenses	2,229	1,521	398	310
c	Easements	4,785	4,785		
d	Dues & Subscriptions	3,312	2,260	591	461
e	Insurance	7,815	5,332	1,395	1,088
44	Total functional expenses (add lines 22 through 43). Organizations completing columns (B)-(D), carry these totals to lines 13-15	392,982	271,783	71,805	49,394

Joint Costs. Check ☐ if you are following SOP 98-2.Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? ☐ Yes ☒ No

If "Yes," enter (i) the aggregate amount of these joint costs \$ _____; (ii) the amount allocated to Program services \$ _____;

(iii) the amount allocated to Management and general \$ _____; and (iv) the amount allocated to Fundraising \$ _____

Part III Statement of Program Service Accomplishments (See page 25 of the instructions.)What is the organization's primary exempt purpose? **Preserve & Protect Tennessee Land**

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)

Program Service Expenses
(Required for 501(c)(3) and (4) orgs., and 4947(a)(1) trusts, but optional for others.)

a	See attached	(Grants and allocations \$ _____)	54,357
b	See attached	(Grants and allocations \$ _____)	217,426
c		(Grants and allocations \$ _____)	
d		(Grants and allocations \$ _____)	
e	Other program services (attach schedule)	(Grants and allocations \$ _____)	
f	Total of Program Service Expenses (should equal line 44, column (B), Program services)		271,783

Part IV Balance Sheets (See page 25 of the instructions.)

		(A) Beginning of year		(B) End of year
Note: Where required, attached schedules and amounts within the description column should be for end-of-year amounts only				
Assets	45 Cash—non-interest-bearing	394,046	45	471,282
	46 Savings and temporary cash investments		46	
	47a Accounts receivable	47a	47c	
	b Less: allowance for doubtful accounts	47b		
	48a Pledges receivable	48a	48c	
	b Less: allowance for doubtful accounts	48b		
	49 Grants receivable		49	
	50 Receivables from officers, directors, trustees, and key employees (attach schedule)		50	
	51a Other notes and loans receivable (attach schedule).	51a		
	b Less: allowance for doubtful accounts	51b	51c	
	52 Inventories for sale or use		52	
	53 Prepaid expenses and deferred charges		53	
	54 Investments—securities (attach schedule) <input type="checkbox"/> Cost <input type="checkbox"/> FMV		54	
	55a Investments—land, buildings, and equipment: basis	55a		
	b Less: accumulated depreciation (attach schedule)	55b	55c	
	56 Investments—other (attach schedule)		56	
	57a Land, buildings, and equipment: basis	57a 2,041,340		
	b Less accumulated depreciation (attach schedule)	57b 11,182	2,029,618	57c
58 Other assets (describe ► Misc)		580	58	580
59 Total assets (add lines 45 through 58) (must equal line 74)	2,578,561	59	2,623,857	
Liabilities	60 Accounts payable and accrued expenses	807	60	1,248
	61 Grants payable		61	
	62 Deferred revenue		62	
	63 Loans from officers, directors, trustees, and key employees (attach schedule).		63	
	64a Tax-exempt bond liabilities (attach schedule)		64a	
	b Mortgages and other notes payable (attach schedule)		64b	
	65 Other liabilities (describe ► Accrued Expenses)	11,283	65	14,927
66 Total liabilities (add lines 60 through 65)	12,090	66	16,175	
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74.			
	67 Unrestricted	2,511,724	67	2,517,074
	68 Temporarily restricted	54,747	68	90,608
	69 Permanently restricted		69	
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74.			
	70 Capital stock, trust principal, or current funds		70	
	71 Paid-in or capital surplus, or land, building, and equipment fund		71	
	72 Retained earnings, endowment, accumulated income, or other funds		72	
	73 Total net assets or fund balances (add lines 67 through 69 or lines 70 through 72, column (A) must equal line 19; column (B) must equal line 21)	2,566,471	73	2,607,682
	74 Total liabilities and net assets / fund balances (add lines 66 and 73)	2,578,561	74	2,623,857

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

Part IV-A	Reconciliation of Revenue per Audited Financial Statements with Revenue per Return (See page 27 of the instructions)
------------------	--

a	Total revenue, gains, and other support per audited financial statements ▶	a	638,711
b	Amounts included on line a but not on line 12, Form 990		
	(1) Net unrealized gains on investments \$		
	(2) Donated services and use of facilities \$ 129,880		
	(3) Recoveries of prior year grants \$		
	(4) Other (specify):		
	<u>Event Expenses</u> \$ 74,638		
	Add amounts on lines (1) through (4) ▶	b	204,518
c	Line a minus line b ▶	c	434,193
d	Amounts included on line 12, Form 990 but not on line a :		
	(1) Investment expenses not included on line 6b, Form 990 \$		
	(2) Other (specify):		
	\$		
	Add amounts on lines (1) and (2) ▶	d	
e	Total revenue per line 12, Form 990 (line c plus line d) ▶	e	434,193

Part IV-B	Reconciliation of Expenses per Audited Financial Statements with Expenses per Return
------------------	---

a	Total expenses and losses per audited financial statements . . . ▶	a	597,500
b	Amounts included on line a but not on line 17, Form 990.		
(1)	Donated services and use of facilities \$ <u>129,880</u>		
(2)	Prior year adjustments reported on line 20, Form 990 \$ _____		
(3)	Losses reported on line 20, Form 990 \$ _____		
(4)	Other (specify) _____		
	Event Expenses \$ <u>74,638</u>		
	Add amounts on lines (1) through (4) ▶	b	204,518
c	Line a minus line b ▶	c	392,982
d	Amounts included on line 17, Form 990 but not on line a :		
(1)	Investment expenses not included on line 6b, Form 990 \$ _____		
(2)	Other (specify) _____		
	_____ \$ _____		
	Add amounts on lines (1) and (2) ▶	d	
e	Total expenses per line 17, Form 990 (line c plus line d) ▶	e	392,982

Part V **List of Officers, Directors, Trustees, and Key Employees** (List each one even if not compensated; see page 27 of the instructions)

[illegible]

75 Did any officer, director, trustee, or key employee receive aggregate compensation of more than \$100,000 from your organization and all related organizations, of which more than \$10,000 was provided by the related organizations? **►** ☐ Yes ☒ No
If "Yes," attach schedule—see page 28 of the instructions

Part VI Other Information (See page 28 of the instructions.)

	Yes	No
76 Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity	<input checked="" type="checkbox"/>	<input type="checkbox"/>
77 Were any changes made in the organizing or governing documents but not reported to the IRS? If "Yes," attach a conformed copy of the changes	<input checked="" type="checkbox"/>	<input type="checkbox"/>
78a Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
78b If "Yes," has it filed a tax return on Form 990-T for this year?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
79 Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," attach a statement	<input type="checkbox"/>	<input checked="" type="checkbox"/>
80a Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc., to any other exempt or nonexempt organization?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b If "Yes," enter the name of the organization ▶ and check whether it is <input type="checkbox"/> exempt or <input type="checkbox"/> nonexempt.		
81a Enter direct and indirect political expenditures See line 81 instructions 81a		
b Did the organization file Form 1120-POL for this year?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
82a Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b If "Yes," you may indicate the value of these items here Do not include this amount as revenue in Part I or as an expense in Part II (See instructions in Part III) 82b 129,880		
83a Did the organization comply with the public inspection requirements for returns and exemption applications?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
84a Did the organization solicit any contributions or gifts that were not tax deductible?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
85 501(c)(4), (5), or (6) organizations a Were substantially all dues nondeductible by members? 85a		
b Did the organization make only in-house lobbying expenditures of \$2,000 or less? 85b		
If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.		
c Dues, assessments, and similar amounts from members 85c		
d Section 162(e) lobbying and political expenditures 85d		
e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices 85e		
f Taxable amount of lobbying and political expenditures (line 85d less 85e) 85f		
g Does the organization elect to pay the section 6033(e) tax on the amount on line 85f? 85g		
h If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year? 85h		
86 501(c)(7) orgs Enter: a Initiation fees and capital contributions included on line 12 86a		
b Gross receipts, included on line 12, for public use of club facilities 86b		
87 501(c)(12) orgs Enter: a Gross income from members or shareholders 87a		
b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.) 87b		
88 At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Part IX 88	<input checked="" type="checkbox"/>	<input type="checkbox"/>
89a 501(c)(3) organizations Enter: Amount of tax imposed on the organization during the year under section 4911 ▶ 0, section 4912 ▶ 0; section 4955 ▶ 0		
b 501(c)(3) and 501(c)(4) orgs Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction. 89b	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ▶ 0		
d Enter: Amount of tax on line 89c, above, reimbursed by the organization. ▶ 0		
90a List the states with which a copy of this return is filed ▶ Tennessee		
b Number of employees employed in the pay period that includes March 12, 2003 (See instructions) 90b 8		
91 The books are in care of ▶ The Land Trust For Tennessee, Inc. Telephone no ▶ (615) 244-5263 Located at ▶ 209 10th Avenue South #530, Nashville, TN ZIP + 4 ▶ 37203		
92 Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041—Check here ▶ <input type="checkbox"/> and enter the amount of tax-exempt interest received or accrued during the tax year ▶ 92		

Part VII Analysis of Income-Producing Activities (See page 33 of the instructions.)**Note:** Enter gross amounts unless otherwise indicated

		Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
		(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
93	Program service revenue:					
a						
b						
c						
d						
e						
f	Medicare/Medicaid payments					
g	Fees and contracts from government agencies					
94	Membership dues and assessments					
95	Interest on savings and temporary cash investments			14	3,386	
96	Dividends and interest from securities					
97	Net rental income or (loss) from real estate:					
a	debt-financed property					
b	not debt-financed property					
98	Net rental income or (loss) from personal property					
99	Other investment income					
100	Gain or (loss) from sales of assets other than inventory					
101	Net income or (loss) from special events			01	73,025	
102	Gross profit or (loss) from sales of inventory					
103	Other revenue. a					
b						
c						
d						
e						
104	Subtotal (add columns (B), (D), and (E))				76,411	
105	Total (add line 104, columns (B), (D), and (E))					76,411

Note: Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I**Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes** (See page 34 of the instructions.)

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

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities (See page 34 of the instructions.)

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

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See page 34 of the instructions.)

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

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

Please Sign Here	Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.	
	Signature of officer <i>[Signature]</i>	Date <i>8/6/04</i>
	President & Executive Director	
	Date <i>8/6/04</i>	Preparer's SSN or PTIN (See Gen. Inst. W)
	Check if self-employed <input checked="" type="checkbox"/>	

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Organization Exempt Under Section 501(c)(3)

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

Supplementary Information—(See separate instructions.)

► **MUST be completed by the above organizations and attached to their Form 990 or 990-EZ**

OMB No 1545-0047

2003

Name of the organization

The Land Trust for Tennessee, Inc.

Employer identification number

62 : 1770549

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees
(See page 1 of the instructions. List each one. If there are none, enter "None.")

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
Eileen Hennessy 360 Vanderbilt Rd, Mt. Juliet, TN 37122	Program Director 40 Hours/Week	53,000	2,429	0
Total number of other employees paid over \$50,000				

Part II Compensation of the Five Highest Paid Independent Contractors for Professional Services
(See page 2 of the instructions. List each one (whether individuals or firms). If there are none, enter "None")

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
None		
Total number of others receiving over \$50,000 for professional services		

Part III Statements About Activities (See page 2 of the instructions)

	Yes	No
1 During the year, has the organization attempted to influence national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If "Yes," enter the total expenses paid or incurred in connection with the lobbying activities ▶ \$ <u>0</u> (Must equal amounts on line 38, Part VI-A, or line i of Part VI-B)	✓	
Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A. Other organizations checking "Yes" must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities		
2 During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? (If the answer to any question is "Yes," attach a detailed statement explaining the transactions)		
a Sale, exchange, or leasing of property?		✓
b Lending of money or other extension of credit?		✓
c Furnishing of goods, services, or facilities?		✓
d Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)?	✓	
e Transfer of any part of its income or assets?		✓
3a Do you make grants for scholarships, fellowships, student loans, etc.? (If "Yes," attach an explanation of how you determine that recipients qualify to receive payments)		✓
b Do you have a section 403(b) annuity plan for your employees?		✓
4 Did you maintain any separate account for participating donors where donors have the right to provide advice on the use or distribution of funds?		✓

Part IV Reason for Non-Private Foundation Status (See pages 3 through 6 of the instructions.)The organization is not a private foundation because it is (Please check only **ONE** applicable box.)

- 5** ☐ A church, convention of churches, or association of churches. Section 170(b)(1)(A)(i)
- 6** ☐ A school. Section 170(b)(1)(A)(ii). (Also complete Part V.)
- 7** ☐ A hospital or a cooperative hospital service organization. Section 170(b)(1)(A)(iii).
- 8** ☐ A Federal, state, or local government or governmental unit. Section 170(b)(1)(A)(v).
- 9** ☐ A medical research organization operated in conjunction with a hospital. Section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state ▶
- 10** ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit. Section 170(b)(1)(A)(iv). (Also complete the **Support Schedule** in Part IV-A.)
- 11a** ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)
- 11b** ☐ A community trust. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)
- 12** ☐ An organization that normally receives: **(1) more than 33 1/3%** of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc., functions—subject to certain exceptions, and **(2) no more than 33 1/3%** of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See section 509(a)(2). (Also complete the **Support Schedule** in Part IV-A.)
- 13** ☐ An organization that is not controlled by any disqualified persons (other than foundation managers) and supports organizations described in: **(1)** lines 5 through 12 above, or **(2)** section 501(c)(4), (5), or (6), if they meet the test of section 509(a)(2). (See section 509(a)(3).)

Provide the following information about the supported organizations (See page 5 of the instructions.)

(a) Name(s) of supported organization(s)	(b) Line number from above

- 14** ☐ An organization organized and operated to test for public safety. Section 509(a)(4). (See page 6 of the instructions.)

Part IV-A Support Schedule (Complete only if you checked a box on line 10, 11, or 12) *Use cash method of accounting.***Note:** You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting

Calendar year (or fiscal year beginning in) . ▶	(a) 2002	(b) 2001	(c) 2000	(d) 1999	(e) Total
15 Gifts, grants, and contributions received (Do not include unusual grants. See line 28)	417,687	404,522	2,406,293	197,884	3,426,386
16 Membership fees received					
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc., purpose					
18 Gross income from interest, dividends, amounts received from payments on securities loans (section 512(a)(5)), rents, royalties, and unrelated business taxable income (less section 511 taxes) from businesses acquired by the organization after June 30, 1975	4,790	21,561	11,497		37,848
19 Net income from unrelated business activities not included in line 18					
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf.					
21 The value of services or facilities furnished to the organization by a governmental unit without charge. Do not include the value of services or facilities generally furnished to the public without charge					
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets	52,787	47,928			100,715
23 Total of lines 15 through 22.	475,264	474,011	2,417,790	197,884	3,564,949
24 Line 23 minus line 17.	475,264	474,011	2,417,790	197,884	3,564,949
25 Enter 1% of line 23	4,753	4,740	24,178	1,979	
26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24. . . . ▶				26a	71,299
b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 1999 through 2002 exceeded the amount shown in line 26a. Do not file this list with your return. Enter the total of all these excess amounts ▶				26b	129,204
c Total support for section 509(a)(1) test. Enter line 24, column (e) ▶				26c	3,564,949
d Add: Amounts from column (e) for lines 18 <u>37,848</u> 19 <u> </u> ▶					
22 <u>100,715</u> 26b <u>129,204</u> ▶				26d	267,767
e Public support (line 26c minus line 26d total) ▶				26e	3,297,182
f Public support percentage (line 26e (numerator) divided by line 26c (denominator)) ▶				26f	92.49 %
27 Organizations described on line 12: a For amounts included in lines 15, 16, and 17 that were received from a "disqualified person," prepare a list for your records to show the name of, and total amounts received in each year from, each "disqualified person." Do not file this list with your return. Enter the sum of such amounts for each year: (2002) (2001) (2000) (1999) b For any amount included in line 17 that was received from each person (other than "disqualified persons"), prepare a list for your records to show the name of, and amount received for each year, that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000 (Include in the list organizations described in lines 5 through 11, as well as individuals.) Do not file this list with your return. After computing the difference between the amount received and the larger amount described in (1) or (2), enter the sum of these differences (the excess amounts) for each year: (2002) (2001) (2000) (1999) c Add: Amounts from column (e) for lines: 15 <u> </u> 16 <u> </u> ▶ 27c <u> </u> 17 <u> </u> 20 <u> </u> 21 <u> </u> ▶ 27d <u> </u> d Add: Line 27a total <u> </u> and line 27b total <u> </u> ▶ 27e <u> </u> e Public support (line 27c total minus line 27d total). ▶ 27f <u> </u> f Total support for section 509(a)(2) test: Enter amount from line 23, column (e). . . . ▶ 27f <u> </u> g Public support percentage (line 27e (numerator) divided by line 27f (denominator)) ▶ 27g <u> </u> % h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator)) ▶ 27h <u> </u> %					
28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 1999 through 2002, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. Do not file this list with your return. Do not include these grants in line 15.					

Part V Private School Questionnaire (See page 7 of the instructions.)
(To be completed ONLY by schools that checked the box on line 6 in Part IV)

	Yes	No
29 Does the organization have a racially nondiscriminatory policy toward students by statement in its charter, bylaws, other governing instrument, or in a resolution of its governing body?	29	
30 Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?	30	
31 Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students, or during the registration period if it has no solicitation program, in a way that makes the policy known to all parts of the general community it serves? If "Yes," please describe, if "No," please explain (If you need more space, attach a separate statement)	31	
32 Does the organization maintain the following:		
a Records indicating the racial composition of the student body, faculty, and administrative staff?	32a	
b Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?	32b	
c Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?	32c	
d Copies of all material used by the organization or on its behalf to solicit contributions?	32d	
If you answered "No" to any of the above, please explain (If you need more space, attach a separate statement)		
33 Does the organization discriminate by race in any way with respect to:		
a Students' rights or privileges?	33a	
b Admissions policies?	33b	
c Employment of faculty or administrative staff?	33c	
d Scholarships or other financial assistance?	33d	
e Educational policies?	33e	
f Use of facilities?	33f	
g Athletic programs?	33g	
h Other extracurricular activities?	33h	
If you answered "Yes" to any of the above, please explain. (If you need more space, attach a separate statement)		
34a Does the organization receive any financial aid or assistance from a governmental agency?	34a	
b Has the organization's right to such aid ever been revoked or suspended? If you answered "Yes" to either 34a or b, please explain using an attached statement	34b	
35 Does the organization certify that it has complied with the applicable requirements of sections 4.01 through 4.05 of Rev. Proc. 75-50, 1975-2 C.B. 587, covering racial nondiscrimination? If "No," attach an explanation	35	

Part VI-A Lobbying Expenditures by Electing Public Charities (See page 9 of the instructions.)
 (To be completed **ONLY** by an eligible organization that filed Form 5768)

 Check **a** ☐ if the organization belongs to an affiliated group. Check **b** ☐ if you checked "a" and "limited control" provisions apply

Limits on Lobbying Expenditures		(a) Affiliated group totals	(b) To be completed for ALL electing organizations												
(The term "expenditures" means amounts paid or incurred)															
36	Total lobbying expenditures to influence public opinion (grassroots lobbying)	36													
37	Total lobbying expenditures to influence a legislative body (direct lobbying)	37													
38	Total lobbying expenditures (add lines 36 and 37)	38													
39	Other exempt purpose expenditures	39													
40	Total exempt purpose expenditures (add lines 38 and 39)	40													
41	Lobbying nontaxable amount. Enter the amount from the following table—														
	<table border="0"> <tr> <td>If the amount on line 40 is—</td> <td>The lobbying nontaxable amount is—</td> </tr> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 40</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000</td> </tr> </table>	If the amount on line 40 is—	The lobbying nontaxable amount is—	Not over \$500,000	20% of the amount on line 40	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000	41	
If the amount on line 40 is—	The lobbying nontaxable amount is—														
Not over \$500,000	20% of the amount on line 40														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
42	Grassroots nontaxable amount (enter 25% of line 41)	42													
43	Subtract line 42 from line 36. Enter -0- if line 42 is more than line 36	43													
44	Subtract line 41 from line 38. Enter -0- if line 41 is more than line 38	44													

Caution: If there is an amount on either line 43 or line 44, you must file Form 4720.

4-Year Averaging Period Under Section 501(h)

 (Some organizations that made a section 501(h) election do not have to complete all of the five columns below.
 See the instructions for lines 45 through 50 on page 11 of the instructions.)

Calendar year (or fiscal year beginning in) ▶	Lobbying Expenditures During 4-Year Averaging Period				
	(a) 2003	(b) 2002	(c) 2001	(d) 2000	(e) Total
45	Lobbying nontaxable amount				
46	Lobbying ceiling amount (150% of line 45(e))				
47	Total lobbying expenditures				
48	Grassroots nontaxable amount				
49	Grassroots ceiling amount (150% of line 48(e))				
50	Grassroots lobbying expenditures				

Part VI-B Lobbying Activity by Nonelecting Public Charities

(For reporting only by organizations that did not complete Part VI-A) (See page 12 of the instructions.)

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:	Yes	No	Amount
a Volunteers	✓		
b Paid staff or management (Include compensation in expenses reported on lines c through h.)	✓		
c Media advertisements		✓	
d Mailings to members, legislators, or the public		✓	
e Publications, or published or broadcast statements		✓	
f Grants to other organizations for lobbying purposes		✓	
g Direct contact with legislators, their staffs, government officials, or a legislative body	✓		0
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means		✓	
i Total lobbying expenditures (Add lines c through h.)			0

If "Yes" to any of the above, also attach a statement giving a detailed description of the lobbying activities

Part VII Information Regarding Transfers To and Transactions and Relationships With Noncharitable Exempt Organizations (See page 12 of the instructions.)

51 Did the reporting organization directly or indirectly engage in any of the following with any other organization described in section 501(c) of the Code (other than section 501(c)(3) organizations) or in section 527, relating to political organizations? _____

a Transfers from the reporting organization to a noncharitable exempt organization of:

(i) Cash

(ii) Other assets

b Other transactions

(i) Sales or exchanges of assets with a noncharitable exempt organization

(ii) Purchases of assets from a noncharitable exempt organization

(iii) Rental of facilities, equipment, or other assets

(iv) Reimbursement arrangements

(v) Loans or loan guarantees

(vi) Performance of services or membership or fundraising solicitations

c Sharing of facilities, equipment, mailing lists, other assets, or paid employees

d If the answer to any of the above is "Yes," complete the following schedule. Column (b) should always show the fair market value of the goods, other assets, or services given by the reporting organization. If the organization received less than fair market value in any transaction or sharing arrangement, show in column (d) the value of the goods, other assets, or services received.

[illegible]

52a Is the organization directly or indirectly affiliated with, or related to, one or more tax-exempt organizations described in section 501(c) of the Code (other than section 501(c)(3)) or in section 527? ►

described in section 501(c) of the Code (other than section 501(c)(3)) or in section 527?

☐ Yes ☐ No

b If "Yes," complete the following schedule:

[illegible]

The Land Trust For Tennessee, Inc.
Form 990, Year-Ended 3/31/04

Part I, Line 9

Special Events: During the fiscal year, the organization held a special fundraising dinner, with tickets being sold to the public. The purpose of the event was to raise money as well as public awareness of the organization.

Part II, Line 42 (and Part IV, Line 57b)

Depreciation Schedule:

<u>Equipment Purchases</u>	<u>Cost</u>	<u>PY Depr</u>	<u>CY Depr</u>	<u>Book Value</u>
Year Ended 3/31/00	527			
Year Ended 3/31/01	9,077			
Year Ended 3/31/02	3,798			
Year Ended 3/31/03	8,365			
Year Ended 3/31/04	<u>5,102</u>			
	26,869	6,620	4,562	15,687
Land	<u>2,014,471</u>			<u>2,014,471</u>
Total	<u>2,041,340</u>			<u>2,030,158</u>

Part III: Statement of Program Services Accomplishments

Program Includes:

1. Educational outreach to the general public relating to the conservation of land and natural resources such as productive agricultural and forest lands; recreational, scenic, ecological and historically significant lands; preservation of valuable wildlife habitat; watershed and water quality related lands; and urban open space
2. The acquisition through gift, devise, bequest, purchase, though fee simple acquisition or otherwise, real and personal property and interests therein, including without limitation, the acquisition of permanent conservation easements in real property in order to preserve the above-cited types of land

Accomplishments:

- We protected 2,112 acres for the public good of scenic open space, historically significant, critical and agricultural lands and natural resources through conservation easements for a total to date of 5,543 acres. These were protected through the acceptance and stewardship of permanent conservation easements and real property acquisition.
- In the last five years, we have established 12 project areas, including three watershed protection initiatives that grew significantly this year.
- We initiated land protection projects in 2 additional counties for a total of activities in 26 counties statewide.
- We educated over 600 landowners and community members about The Land Trust For Tennessee and conservation easements in over 25 speaking engagements around the state.
- Since 1999, we have provided professional training to more than 800 individuals including attorneys, appraisers, foresters, real estate agents, and landscape architects.
- We provided individual land conservation education to approximately 340 landowners interested in protecting their lands through permanent conservation easements by providing educational materials and/or individual on-site meetings.
- This year we hosted 8 training sessions for attorneys and other professionals including three sessions led by Steven Small, the leading tax attorney specializing in conservation easements.
- We entered into 8 letters of intent with landowner for conservation easements.
- Our staff trained approximately 50 volunteers, including 1 full-time and 5 summer interns, in land conservation efforts involving the permanent protection of land. These volunteers make up the land protection teams and other support for each individual land protection project.
- We reached 5,500 people through our quarterly newsletter and over 25,000 people through articles in regional and local newspapers, 2 radio broadcasts, and 2 television appearances
- Through grant funding from the Lyndhurst Foundation, our first satellite office in the South Cumberland/ Sequatchie Valley region completed its first two

projects, protecting 161 acres of a scenic natural area and 208 acres of botanically rich uplands.

- We continued working with local partners like the American Farmland Trust, The Heritage Foundation of Franklin and Williamson County, Natural Resources Conservation Service, Tennessee Farm Bureau, Appalachian Resource Conservation and Development Council and various local watershed organizations to work on water quality, farmland and historic preservation and education.
- We completed our first two west Tennessee projects protecting over 1,600 acres of farmland, wildlife habitat and open space
- Our organization actively promoted, for the benefit of the general public, the importance of conservation and the enhancement of natural and cultural resources in Tennessee.

**THE LAND TRUST FOR TENNESSEE
BOARD OF DIRECTORS AND STAFF
April 1, 2003 - March 31, 2004**

NAME & OFFICE	ADDRESS	Hours Per Week Devoted to Position	Compensation	Contributions to Employee Benefit Plans	Expense Account & Other Allowances
Bass, E. Warner	Bass, Berry & Sims 315 Deaderick St. #2700 Nashville, TN 37238	2	0	0	0
Brandt, Robert S.	Trauger, Ney & Tuke 222 4th Avenue North Nashville, TN 37069	2	0	0	0
Brockman, Mary <i>Secretary</i>	1407 Old Hillsboro Road Franklin, TN 37069	1	0	0	0
Brown, Martin S.	Protherics, Inc. 5214 Maryland Way, Suite 405 Brentwood, TN 37027	2	0	0	0
Coble, G. William	Neely Coble Co. 319 Fesslers Ln Nashville, TN 37210	1	0	0	0
Dobie, Bruce	Nashville Scene 2120 8th Avenue South Nashville, TN 37204	1	0	0	0

**THE LAND TRUST FOR TENNESSEE
BOARD OF DIRECTORS AND STAFF
April 1, 2003 - March 31, 2004**

NAME & OFFICE	ADDRESS	Hours Per Week Devoted to Position	Compensation	Contributions to Employee Benefit Plans	Expense Account & Other Allowances
Elcan, Charles A.	MedCap Properties 4525 Harding Rd, Suite 102 Nashville, TN 37205	1	0	0	0
Finley, Mack	6146 Bryant Road Adams, TN 37010	1	0	0	0
Fridrich, Steve	Fridrich and Clark 2909 Poston Avenue Nashville, TN 37203	1	0	0	0
Hayes, Johnny	530 Rock Bridge Road Gallatin, TN 37066	1	0	0	0
Hooker, Alice	370 Vaughn Road Nashville, TN 37203	1	0	0	0
Jones, Carl E.	C. E. Jones Company 805A W. McKennie Avenue P O Box 68319 Nashville, TN 37206-8319	1	0	0	0
King, William	Summit Building, Suite 250 201 Summit View Drive Brentwood, TN 37027	1	0	0	0

**THE LAND TRUST FOR TENNESSEE
BOARD OF DIRECTORS AND STAFF
April 1, 2003 - March 31, 2004**

NAME & OFFICE	ADDRESS	Hours Per Week Devoted to Position	Compensation	Contributions to Employee Benefit Plans	Expense Account & Other Allowances
Kronk, Orville Treasurer	Bank of America 414 Union Street Nashville, TN 37219	1	0	0	0
Lavender, May	1064 Beach Tree Lane Brentwood, TN 37027	1	0	0	0
Liff, Judy	Dazal Inc. 209 10th. Avenue South Nashville, TN 37203	1	0	0	0
Luna, J.W.	Farmer & Luna, PLLC 333 Union Street, 3rd Floor Nashville, TN 37201	1	0	0	0
Martin, Ellen	610 Belle Meade Blvd. Nashville, TN 37205	1	0	0	0
Mason, Steven	1318 Chickering Road Nashville, TN 37215				
Mathews, Robert C. Jr.	RC Mathews Co. 300 Broadway Nashville, TN 37201	1	0	0	0
Murray, Ann	3 Peach Blossom Square Nashville, TN 37205	1	0	0	0

**THE LAND TRUST FOR TENNESSEE
BOARD OF DIRECTORS AND STAFF
April 1, 2003 - March 31, 2004**

NAME & OFFICE	ADDRESS	Hours Per Week Devoted to Position	Compensation	Contributions to Employee Benefit Plans	Expense Account & Other Allowances
Nelson, Jean <i>President, Executive Director (also a staff member)</i>	The Land Trust for Tennessee 209 10th Avenue South, # 530 Nashville, TN 37203	40	See Below	See Below	0
Stein, John F.	Bank of America 414 Union Street Nashville, TN 37239	1	0	0	0
Tidwell, Ann	306 Mountainside Drive Nashville, TN 37215	1	0	0	0
Trauger, Byron R. <i>Chairman</i>	Trauger, Ney & Tuke 222 4th Avenue North Nashville, TN 37219	2	0	0	0
Trost, Charles A.	Waller, Lansden, Dortch & Davis 511 Union Street, Suite 2100 Nashville, TN 37219	1	0	0	0
STAFF					
Nelson, Jean <i>President, Executive Director (also a board member)</i>	The Land Trust for Tennessee 209 10th Avenue South, # 530 Nashville, TN 37203	40	64,000	2,934	0
Eileen Hennessy Program Director	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	53,000	2,429	0

**THE LAND TRUST FOR TENNESSEE
BOARD OF DIRECTORS AND STAFF
April 1, 2003 - March 31, 2004**

NAME & OFFICE	ADDRESS	Hours Per Week Devoted to Position	Compensation	Contributions to Employee Benefit Plans	Expense Account & Other Allowances
Jennifer Mason Development Director	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	3,823	175	0
Ann McNabb Office Manager	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	15,289	0	0
Kimberly Ely Development Director	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	2,884	0	0
Browning Gorrell Project Manager	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	25,265	0	0
Margaret Bass Office Manager	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	14,548	0	0
Emily Burnett Land Protection Assistant	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	3,158	0	0
Emily Weems Land Protection Assistant	The Land Trust for Tennessee 209 10th Avenue South, #530 Nashville, TN 37203	40	9,428	0	0

The Land Trust For Tennessee, Inc.
Form 990, Schedule A, Year-Ended 3/31/04

Part III, Line 1, Part VI-B

During the year, contact was made by volunteers and the Executive Director with a Tennessee senator and staff on a bill that has implications for the mission of The Land Trust For Tennessee in its work with landowners to conserve their land. The volunteer spent approximately two hours and the Executive Director approximately two hours.

Part III, Line 2d

Compensation was paid as noted on attached List of Officers, Directors, Trustees and Key Employees.