

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)

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 2002 calendar year, or tax year beginning July 1, 2002, and ending June 30, 20 03

- B** Check if applicable:
- Address change
 - Name change
 - Initial return
 - Final return
 - Amended return
 - Application pending

C Name of organization
Global Impact

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
66 Canal Center Plaza 310

City or town, state or country, and ZIP + 4
Alexandria, VA 22314

D Employer identification number
52 1273585

E Telephone number
(703) 548-2200

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).

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 Enter 4-digit GEN ▶

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

G Web site: ▶ **www.charity.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.

L Gross receipts: Add lines 6b, 8b, 9b, and 10b to line 12 ▶

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See page 17 of the instructions.)

		1a		1b		1c		1d	
Revenue	1 Contributions, gifts, grants, and similar amounts received:								
	a Direct public support		38,665						
	b Indirect public support <i>Statement 1</i>			13,214,830					
	c Government contributions (grants)								
	d Total (add lines 1a through 1c) (cash \$ <u>13,214,830</u> noncash \$ <u>0</u>)								13,253,495
	2 Program service revenue including government fees and contracts (from Part VII, line 93)								
	3 Membership dues and assessments								
	4 Interest on savings and temporary cash investments								29,684
	5 Dividends and interest from securities								
	6a Gross rents								
b Less: rental expenses									
c Net rental income or (loss) (subtract line 6b from line 6a)									
7 Other investment income (describe ▶)									
Revenue	8a Gross amount from sales of assets other than inventory	(A) Securities		(B) Other					
			8a						
			8b						
			8c						
d Net gain or (loss) (combine line 8c, columns (A) and (B))									
Revenue	9 Special events and activities (attach schedule)	a Gross revenue (not including \$ _____ of contributions reported on line 1a)	9a						
		b Less: direct expenses other than fundraising expenses	9b						
		c Net income or (loss) from special events (subtract line 9b from line 9a)	9c						
Revenue	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)							259,934	
	12 Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)							13,543,113	
Expenses	13 Program services (from line 44, column (B))							11,886,193	
	14 Management and general (from line 44, column (C))							1,139,398	
	15 Fundraising (from line 44, column (D))							411,857	
	16 Payments to affiliates (attach schedule)							0,	
	17 Total expenses (add lines 16 and 44, column (A))							13,437,448	
Net Assets	18 Excess or (deficit) for the year (subtract line 17 from line 12)							105,665	
	19 Net assets or fund balances at beginning of year (from line 73, column (A))							1,309,476	
	20 Other changes in net assets or fund balances (attach explanation) <i>Statement 2</i>							11,337	
	21 Net assets or fund balances at end of year (combine lines 18, 19, and 20)							1,426,478	

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 21 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 \$ 10,059,118 noncash \$ _____)	10,059,118	10,059,118		
23	Specific assistance to individuals (attach schedule)				
24	Benefits paid to or for members (attach schedule)				
25	Compensation of officers, directors, etc.	505,417	249,859	180,662	74,896
26	Other salaries and wages	992,870	481,674	324,546	186,650
27	Pension plan contributions	243,329	119,231	82,732	41,366
28	Other employee benefits	152,920	65,066	73,044	14,810
29	Payroll taxes	110,466	54,128	37,558	18,780
30	Professional fundraising fees				
31	Accounting fees	16,670		16,670	
32	Legal fees	32,215		32,215	
33	Supplies	138,491	72,402	61,515	4,574
34	Telephone	39,106	19,705	15,454	3,947
35	Postage and shipping	48,923	44,082	4,066	775
36	Occupancy	193,661	110,642	60,365	22,654
37	Equipment rental and maintenance	21,637	6,889	14,583	165
38	Printing and publications	63,878	61,339	2,539	
39	Travel	161,688	106,760	44,585	10,343
40	Conferences, conventions, and meetings	51,153	19,327	28,585	3,241
41	Interest				
42	Depreciation, depletion, etc. (attach schedule)	46,998	22,558	17,860	6,580
43	Other expenses not covered above (itemize): a Consul	197,787	97,931	88,756	11,100
	b Campaign expenses	286,464	273,320	3,995	9,149
	c Insurance	18,975		18,975	
	d Miscellaneous	35,488	12,469	23,019	
	e Network Operations	20,194	9,693	7,674	2,827
44	Total functional expenses (add lines 22 through 43). Organizations completing columns (B)-(D), carry these totals to lines 13-15.	13,437,448	11,886,193	1,139,398	411,857

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 24 of the instructions.)

What is the organization's primary exempt purpose? 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 Statement 1	
(Grants and allocations \$ 10,059,118)	11,886,193
b	
(Grants and allocations \$)	
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)	11,886,193

Part IV Balance Sheets (See page 24 of the instructions.)

		Note: Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.		(A) Beginning of year		(B) End of year
Assets	45 Cash—non-interest-bearing			200	45	200
	46 Savings and temporary cash investments			1,727,692	46	1,757,448
	47a Accounts receivable	47a	185,837			
	b Less: allowance for doubtful accounts	47b		249,597	47c	185,837
	48a Pledges receivable	48a	10,175,063			
	b Less: allowance for doubtful accounts	48b	882,323	10,531,907	48c	9,292,740
	49 Grants receivable			8,000	49	0
	50 Receivables from officers, directors, trustees, and key employees (attach schedule)			0	50	0
	51a Other notes and loans receivable (attach schedule)	51a				
	b Less: allowance for doubtful accounts	51b		0	51c	0
	52 Inventories for sale or use			0	52	0
	53 Prepaid expenses and deferred charges			151,855	53	111,659
	54 Investments—securities (attach schedule) <input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV			726,768	54	808,306
	55a Investments—land, buildings, and equipment: basis	55a				
	b Less: accumulated depreciation (attach schedule)	55b		0	55c	0
56 Investments—other (attach schedule)			0	56	0	
57a Land, buildings, and equipment: basis	57a	323,794				
b Less: accumulated depreciation (attach schedule)	57b	240,983	78,116	57c	82,811	
58 Other assets (describe ▶ See Statement 6)			1,243,197	58	490,681	
59 Total assets (add lines 45 through 58) (must equal line 74)			14,717,332	59	12,729,682	
Liabilities	60 Accounts payable and accrued expenses		535,283	60	600,222	
	61 Grants payable		0	61	0	
	62 Deferred revenue		84,427	62	32,354	
	63 Loans from officers, directors, trustees, and key employees (attach schedule)			0	63	0
	64a Tax-exempt bond liabilities (attach schedule)			0	64a	0
	b Mortgages and other notes payable (attach schedule)			976,803	64b	0
	65 Other liabilities (describe ▶ See Statement 7)			11,811,343	65	10,670,628
66 Total liabilities (add lines 60 through 65)			13,407,856	66	11,303,204	
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		1,183,893	67	1,298,353	
	68 Temporarily restricted		125,583	68	128,125	
	69 Permanently restricted		0	69	0	
	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).			1,309,476	73	1,426,478	
74 Total liabilities and net assets / fund balances (add lines 66 and 73)			14,717,332	74	12,729,682	

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 VI Other Information (See page 27 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 . . .		✓
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.	✓	
78a	Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return? .		✓
78b	b If "Yes," has it filed a tax return on Form 990-T for this year?		
79	Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," attach a statement		✓
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?		✓
81a	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 or indirect political expenditures. See line 81 instructions	81a	
81b	b Did the organization file Form 1120-POL for this year?		✓
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?	✓	
82b	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	\$18,500
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	83a	✓
83b	b Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	83b	✓
84a	Did the organization solicit any contributions or gifts that were not tax deductible?	84a	✓
84b	b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	84b	
85a	85 501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?	85a	
85b	b Did the organization make only in-house lobbying expenditures of \$2,000 or less? 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.	85b	
85c	c Dues, assessments, and similar amounts from members	85c	
85d	d Section 162(e) lobbying and political expenditures	85d	
85e	e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	85e	
85f	f Taxable amount of lobbying and political expenditures (line 85d less 85e)	85f	
85g	g Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	85g	
85h	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	
86a	86 501(c)(7) orgs. Enter: a Initiation fees and capital contributions included on line 12	86a	
86b	b Gross receipts, included on line 12, for public use of club facilities	86b	
87a	87 501(c)(12) orgs. Enter: a Gross income from members or shareholders	87a	
87b	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	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	✓
89a	89a 501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under: section 4911 ▶ _____ ; section 4912 ▶ _____ ; section 4955 ▶ _____		
89b	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	✓
	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	90a List the states with which a copy of this return is filed ▶ See Statement 11		
90b	b Number of employees employed in the pay period that includes March 12, 2002 (See instructions.)	90b	34
91	91 The books are in care of ▶ Renée Acosta Telephone no. ▶ (703) 548-2200 Located at ▶ 66 Canal Center Plaza, Suite 310, Alexandria, VA ZIP + 4 ▶ 22314		
92	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		

