## Form **990**

**Return of Organization Exempt From Income Tax** 

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

OMB No. 1545-0047

This Form is Open to Public Inspection

Department of the Treasury Internal Revenue Service

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

| A          | For th                 | e 1998 calendar year, OR tax year period beginning ${ m Ju}1{ m y}1$ , 1998, and endin  | g Jun              | ie 30 , <b>19</b> 99                  |  |  |  |
|------------|------------------------|---|--------------------|---------------------------------------|--|--|--|
|            | Check                  | C Name of according   | D Employ           | er identification number              |  |  |  |
|            |                        | f address label or NAUTILUS OF AMERICA, INC.  | 95 3               | 608292                                |  |  |  |
|            | nitial re              | print or Number and street (or P.O. box if mail is not delivered to street address) Room/suite  | E Telephone number |                                       |  |  |  |
|            | Final ret              |   | 510-2              | 04-9296                               |  |  |  |
|            |                        | d return Specific Instruc- City or town, state or country, and ZIP+4  | F Check            | if exemption application              |  |  |  |
|            | (required<br>state rej | Taiso for tions. DEDUCTEV CA 04710 1002   |                    | is pending                            |  |  |  |
|            |                        | f organization—▶X Exempt under section 501(c)( 3 ) ◀ (insert number) OR ▶ ☐ section   | 4947(a)(1)         | nonexempt charitable trust            |  |  |  |
| Not        | e: Sec                 | tion 501(c)(3) exempt organizations and 4947(a)(1) nonexempt charitable trusts MUST attach a  | complet            | ed Schedule A (Form 990).             |  |  |  |
| H(a)       | ls this                |   |                    | ed "Yes," enter four-digit group  N/A |  |  |  |
|            |                        | ," enter the number of affiliates for which this return is filed:   |                    | Cash X Accrual                        |  |  |  |
| (c)        |                        | a separate return filed by an organization covered by a group ruling? Yes X No Other (spec  |                    |                                       |  |  |  |
| K          |                        | here $\blacktriangleright$ if the organization's gross receipts are normally not more than \$25,000. The organization need not            |                    | n with the IRS; but if it received    |  |  |  |
| NI         |                        | n 990 Package in the mail, it should file a return without financial data. <b>Some states require a complete retur</b>                    |                    | 250,000 -+                            |  |  |  |
|            |                        | n 990-EZ may be used by organizations with gross receipts less than \$100,000 and total assets le   |                    |                                       |  |  |  |
| K          | art I                  | Revenue, Expenses, and Changes in Net Assets or Fund Balances (See Sp   | becinc in          | structions on page 13.)               |  |  |  |
|            | 1                      | Contributions, gifts, grants, and similar amounts received:   |                    |                                       |  |  |  |
|            | a                      | Direct public support   |                    |                                       |  |  |  |
|            |                        |   | $\dashv$ $\dashv$  |                                       |  |  |  |
|            |                        | (g  | $\dashv$ $\dashv$  |                                       |  |  |  |
|            | a                      | Total (add lines 1a through 1c) (attach schedule of contributors)   | 1d                 | \$ 2,183,146                          |  |  |  |
|            |                        | (cash \$ 2,183,146 noncash \$ -0)   | 2                  | 68,629                                |  |  |  |
|            | 2                      | Program service revenue including government fees and contracts (from Part VII, line 93)  | 3                  | -0-                                   |  |  |  |
|            | 3                      | Membership dues and assessments   | 4                  | 23,998                                |  |  |  |
|            | 4                      | Interest on savings and temporary cash investments  | 5                  | -0-                                   |  |  |  |
|            | 5                      | Dividends and interest from securities  |                    |                                       |  |  |  |
|            | i                      | Gross rents   |                    |                                       |  |  |  |
|            | 1                      | Net rental income or (loss) (subtract line 6b from line 6a)   | 6c                 | -0-                                   |  |  |  |
| e          | 7                      | Other investment income (describe >   | 7                  | -0-                                   |  |  |  |
| Revenue    | 8a                     | Gross amount from sale of assets other (A) Securities (B) Other   |                    |                                       |  |  |  |
| æ          | "                      | than inventory  |                    |                                       |  |  |  |
|            | b                      | Less: cost or other basis and sales expenses0- <b>8b</b> 31   |                    |                                       |  |  |  |
|            | 1                      | Gain or (loss) (attach schedule)  |                    |                                       |  |  |  |
|            | 1                      | Net gain or (loss) (combine line 8c, columns (A) and (B))   | 8d                 | -0-                                   |  |  |  |
|            | 9                      | Special events and activities (attach schedule)   |                    |                                       |  |  |  |
|            | а                      | Gross revenue (not including \$ of  |                    |                                       |  |  |  |
|            |                        | contributions reported on line 1a)  | _                  |                                       |  |  |  |
|            |                        | Less: direct expenses other than fundraising expenses $-0-$   |                    | .0                                    |  |  |  |
|            | 1                      | Net income or (loss) from special events (subtract line 9b from line 9a) Gross sales of inventory less returns and allowances   10a   -0- | 9c                 | <del></del> 0-                        |  |  |  |
|            | 10a                    | area and anowaries  |                    |                                       |  |  |  |
|            | b                      | Less. Cost of goods sold  |                    | <b>-</b> 0-                           |  |  |  |
|            |                        | Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a) .                                      | 10c                | 5,632                                 |  |  |  |
|            | 11<br>12               | Other revenue (from Part VII, line 103)   | 11                 | 2,281,405                             |  |  |  |
|            |                        |   | 13                 | 1,147,107                             |  |  |  |
| es         | 13                     | Program services (from line 44, column (B))   | 14                 | 254,537                               |  |  |  |
| Expenses   | 14<br>15               | Fundraising (from line 44, column (D))  | 15                 | 59.392                                |  |  |  |
| ξĎ         | 16                     | Payments to affiliates (attach schedule)  | 16                 |                                       |  |  |  |
| _          | 17                     | Total expenses (add lines 16 and 44, column (A))  | 17                 | 1,461,036                             |  |  |  |
|            | 18                     | Excess or (deficit) for the year (subtract line 17 from line 12)  | 18                 | 820,369                               |  |  |  |
| sse        | 19                     | Net assets or fund balances at beginning of year (from line 73, column (A))   | 19                 | 401,556                               |  |  |  |
| Net Assets | 20                     | Other changes in net assets or fund balances (attach explanation)   | 20                 | -0-                                   |  |  |  |
| Ž          | 21                     | Net assets or fund balances at end of year (combine lines 18, 19, and 20)   | 21                 | 1,221,925                             |  |  |  |

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 Specific Instructions on page 17.)

|   |             | Functional Expenses and Section 4947(a)   | (1) HOHE | xempi chamable musis i                | but optional for others, ( | see specific distructions             | s on page 17.)                          |
|---|-------------|---|----------|---------------------------------------|----------------------------|---------------------------------------|---|
|   |             | Do not include amounts reported on line<br>6b, 8b, 9b, 10b, or 16 of Part I.                    |          | (A) Total                             | (B) Program<br>services    | (C) Management and general            | (D) Fundraising                         |
|   | 22          | Grants and allocations (attach schedule) (cash \$ noncash \$)                                   | 22       | -0-                                   | -0-                        |                                       |   |
|   | 23          | Specific assistance to individuals (attach schedule)  | 23       | -0-                                   | -0-                        |                                       |   |
|   | 24          | Benefits paid to or for members (attach schedule).  | 24       | -0-                                   | -0-                        | 200                                   |   |
|   |             | •   | 25       | \$ 248,144                            | \$ 159,619                 | \$ 64,765                             | \$ 23,760                               |
|   | 25          | Compensation of officers, directors, etc  | 26       | 374,733                               |                            | · · · · · · · · · · · · · · · · · · · |   |
|   | 26          | Other salaries and wages  | 27       |                                       | 233,982                    | 120,520                               | 20,231                                  |
|   | 27          | Pension plan contributions  |          | 12,274                                | 7,614                      | 3,901                                 | 759                                     |
| Ø   | 28          | Other employee benefits   | 28       | 41,283                                | 24,938                     | 13,744                                | 2,601                                   |
| aneous  | 29          | Payroll taxes   | 29       | 46,090                                | 29,037                     | 13,827                                | 3,226                                   |
| ne  | 30          | Professional fundraising fees   | 30       | -0-                                   | -0-                        | -0-                                   | -0-                                     |
|   | 31          | Accounting fees   | 31       | 3,040                                 | 2,148                      | 723                                   | 169                                     |
|   | 32          | Legal fees  | 32       | 300                                   | 300                        | -0-                                   | -0-                                     |
| scel  | 33          | Supplies  | 33       | 71,194                                | 64,668                     | 5 <b>,</b> 291                        | 1,235                                   |
| mis   | 34          | Telephone   | 34       | 21,022                                | 16,275                     | 3,849                                 | 898                                     |
|   | 35          | Postage and shipping  | 35       | 9,909                                 | 9,516                      | 319                                   | 74                                      |
| and   | 36          | Occupancy   | 36       | 55,145                                | 34,741                     | 16,544                                | 3,860                                   |
| В   | 37          | Equipment rental and maintenance  | 37       | 8,390                                 | 6,741                      | 1,337                                 | 312                                     |
| e   | 38          | Printing and publications   | 38       | 8,442                                 | 7,386                      | 856                                   | 200                                     |
| ŭ   |             |   | 39       | 181,260                               | 177,295                    | 3,215                                 | 750                                     |
| ILS   | 39          | Travel  | 40       | 24,572                                | 22,172                     | 1,946                                 | 454                                     |
| insurance   | 40          | Conferences, conventions, and meetings  | 41       | -0-                                   | -0-                        | -0-                                   | -0-                                     |
| in  | 41          | Interest  | 42       | +                                     |                            | -0-                                   | -0-                                     |
| 11  | 42          | Depreciation, depletion, etc. (attach schedule)   |          | 13,301                                | 13,301                     |                                       | <del></del>                             |
| Ţ   | 43          | Other expenses (itemize): aSubcontractors   |          | 108,745                               | 108,745                    | -0-                                   | -0-                                     |
| 43£   | b           | .Commissioned.Authors   | 43b      | · · · · · · · · · · · · · · · · · · · | 39,172                     | -0-                                   | -0-                                     |
|   | С           | .Consultants/Interns  | 43c      | 176,535                               | 175,906                    | 510                                   | 119                                     |
| Line  | d           | Dues/Donations/Fees Paid  | 43d      | 710                                   | 621                        | 72                                    | 17                                      |
| Ξ.  | <b>→</b> e  | Contract Temporary Help   | 43e      | 1,610                                 | 1,156<br>11,773            | 368<br>2,750                          | 86<br>642                               |
| >/<   | 44          | Total functional expenses (add lines 22 through 43) Organizations                               | 43f      |                                       |                            | 2,750                                 |   |
|   |             | completing columns (B)-(D), carry these totals to lines 13-15                                   | 44       | 1,461,036                             | 1,147,107                  | 254,537                               | 59,392                                  |
|   | educ        | orting of Joint Costs.—Did you report in column cational campaign and fundraising solicitation? |          |                                       |                            |                                       | ☐ Yes 🏿 No                              |
|   |             | es," enter (i) the aggregate amount of these joint cost   |          |                                       | s \$;                      |                                       |   |
|   |             | he amount allocated to Management and general \$  |          | 'A ; and (iv) th                      |                            |                                       | N/A                                     |
|   | Par         | rt III Statement of Program Service Acco  | ompl     | i <mark>shments</mark> (See S         | Specific Instructi         | ons on page 20                        | .)                                      |
|   | Wha         | t is the organization's primary exempt purpose?   | ► He     | lo protect t                          | he envir. &                | provide aid.                          | Program Service                         |
|   |             | rganizations must describe their exempt purpose ac  |          |                                       |                            |                                       | Expenses<br>(Required for 501(c)(3) and |
|   | of cl       | ients served, publications issued, etc. Discuss ach   | ievem    | ents that are not n                   | neasurable. (Sectio        | n 501(c)(3) and (4)                   | (4) orgs., and 4947(a)(1)               |
|   | orga        | nizations and 4947(a)(1) nonexempt charitable trusts  | must     | also enter the amou                   | int of grants and allo     | ocations to others.)                  | trusts; but optional for others.)       |
|   |             | Peace & Security: Provided inform   | atio     | n updates to                          | 2,000+ read                | ers in 30+                            |   |
|   | <b>"</b> (  | countries on peace and security i   | ssue     | s; conducted                          | research an                | d education                           |   |
|   | (           | on future of nuclear weapons in A   | sia-     | Pacific; res                          | earched nucl               | ear non-                              | \$ 226,569                              |
|   |             |   |          | and allocations                       | s -O-                      | )                                     |   |
|   |             | Sustainable Development: Examined   |          |                                       | vironmental                | protection                            |   |
|   |             | policies in national/internationa   |          |                                       |                            |                                       |   |
|   |             | research and education on trade, e  |          |                                       |                            |                                       | 203,316                                 |
|   |             |   |          | and allocations                       | \$ <b>-</b> 0-             | corporace                             |   |
|   |             | nd opwinen-   |          |                                       |                            |                                       |   |
|   |             | Energy: Investigated relationship<br>mental issues in Northeast Asia;                           |          |                                       |                            |                                       |   |
|   | mine issues | 678,454   |          |                                       |                            |                                       |   |
|   |             |   |          |                                       |                            |                                       |   |
|   | _           |   |          | and allocations                       | \$ -0-                     | )                                     |   |
| d Pegasus Project: Provides area teens with opporutnities to learn teamwork |             |   |          |                                       |                            |                                       |   |
|   | - 8         | study the San Francisco Bay envir   | onme     | ent, and gain                         | ı job prepara              | tion skills.                          | 38,768                                  |
|   | -           | Took school classes and teenagers   | -at-     | risk sailing                          | , in collabo               | ration with                           | 12,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
|   |             |   |          | and allocations                       | \$ -0-                     | )                                     |   |
|   | _           |   |          | and allocations                       | \$ -0-                     | 1                                     | -0-                                     |
|   |             | Total of Program Service Expenses (should equ   |          |                                       |                            |                                       |   |
|   |             | iotai oi Frogram Service Expenses (snould equ   | au IIII  | о <del>тт, сошини (в), 1</del>        | rogram services)           | · · · · · ·                           | \$1,147,107                             |

## Part IV Balance Sheets (See Specific Instructions on page 20.)

| N                           | lote:      | Where required, attached schedules and amounts column should be for end-of-year amounts only.   | within             | the description                         | (A)<br>Beginning of year |             | <b>(B)</b><br>End of year |
|-----------------------------|------------|---|--------------------|---|--------------------------|-------------|---------------------------|
|                             | 45         | Cash—non-interest-bearing   |                    |   | \$ 32,711                | 45          | \$ 8,799                  |
|                             | 46         | Savings and temporary cash investments .  | 536,820            | 46                                      | 1,130,725                |             |                           |
|                             | 1          | Accounts receivable   |                    |   | -0-                      | 47c         | 2,250                     |
|                             | 48a        | Pledges receivable  | 48a<br>48b         | -0-<br>-0-                              | -0-                      | 48c         | -0-                       |
|                             | 49         | Grants receivable   |                    |   | -0-                      | 49          | 260,835                   |
|                             | 50         | Receivables from officers, directors, truste (attach schedule)                                  | ees, ar            | nd key employees                        | 21,218                   | 50          | (838)                     |
| Assets                      |            | Other notes and loans receivable (attach schedule)  | 51a                | 11,781                                  | 7                        | <b>54</b> - | 11 701                    |
| lss                         | b          | Less: allowance for doubtful accounts   |                    |   | -0-                      | 51c         | 11,781                    |
| *                           | 52         | Inventories for sale or use   |                    |   | 829                      | 52          | -0-                       |
|                             | 53         | Prepaid expenses and deferred charges .   |                    |   |                          | 53<br>54    | (50)                      |
|                             | 54         | Investments—securities (attach schedule)  |                    |   | -0-                      | 54          |                           |
|                             |            | Investments—land, buildings, and equipment: basis   | 55a                |   |                          |             | _                         |
|                             | 0          | Less: accumulated depreciation (attach schedule)  | 55b                | -0-                                     | -0-                      | 55c         | -0-                       |
|                             | 56         | Investments—other (attach schedule)   |                    |   | -0-                      | 56          | -0-                       |
|                             |            | Land, buildings, and equipment: basis   | 1                  | 98,007                                  |                          |             |                           |
|                             | 1          | Less: accumulated depreciation (attach schedule)  |                    | 62,654                                  | 48,654                   | 57c         | 35,353                    |
|                             | 58         | Other assets (describe ► life insur.  |                    | ec. Director)s                          | 39,828                   | 58          | 62,629                    |
|                             | 59         | Total assets (add lines 45 through 58) (mus   | t equa             | I line 74)                              | 680,067                  | 59          | 1,511,484                 |
|                             | 60         | Accounts payable and accrued expenses.  | 50,244             | 60                                      | 61,290                   |             |                           |
|                             | 61         | Grants payable  |                    |   | -0-                      | 61          | -0-                       |
| S                           | 62         | Deferred revenue  |                    |   | 228,267                  | 62          | 228,269                   |
| Liabilities                 | 63         | Loans from officers, directors, trustees, an schedule)  |                    |   | -0-                      | 63          | -0-                       |
| Ë                           | 1          | Tax-exempt bond liabilities (attach schedule  |                    |   | -0-                      | 64a         | -0-                       |
|                             | I          | Mortgages and other notes payable (attach   |                    |   | _0-                      | 64b         | -0-                       |
|                             | 65         | Other liabilities (describe ► <u>None</u> .   |                    | ) <u> </u>                              | -0-                      | 65          | -0-                       |
| _                           | 66         | Total liabilities (add lines 60 through 65) .   |                    |   | 278,511                  | 66          | 289,559                   |
| es                          | Orga<br>67 | anizations that follow SFAS 117, check here to 67 through 69 and lines 73 and 74.  Unrestricted |                    |   | N/A                      | 67          | N/A                       |
| anc                         | 68         | Unrestricted  |                    |   | N/A                      | 68          | N/A                       |
| 3ali                        | 69         | Permanently restricted  |                    |   | N/A                      | 69          | N/A                       |
| Þ                           |            | anizations that do not follow SFAS 117, check   |                    |   | ,                        |             |                           |
| Fun                         | Jorga      | complete lines 70 through 74.   | K HEIE             | - Lanu                                  | 101 556                  |             | 1 001 005                 |
| 6                           | 70         | Capital stock, trust principal, or current fund   | ds .               |   | 401,556                  | 70          | 1,221,925                 |
| ţ                           | 71         | Paid-in or capital surplus, or land, building,  |                    |   | -0-                      | 71          | -0-                       |
| SSe                         | 72         | Retained earnings, endowment, accumulate  |                    |   | -0-                      | 72          | -0-                       |
| Net Assets or Fund Balances | 73         | <b>Total net assets or fund balances</b> (add line 70 through 72; column (A) must equal line    | es 67 th<br>19 and | nrough 69 OR lines<br>d column (B) must | 401,556                  | 72          | 1,221,925                 |
|                             | 74         | equal line 21)  Total liabilities and net assets / fund balan                                   | 680,067            | 73<br>74                                | 1,511,484                |             |                           |

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.

|      | t IV-A<br>I/A    | <b>Financial</b>            | ation of Revenu<br>Statements with<br>ee Specific Instru            | า Revenue       | per                   | Part<br>N/          | · Λ F                        | Reconciliation of<br>inancial Stater<br>Return      |   |  |
|------|------------------|-----------------------------|---|-----------------|-----------------------|---------------------|------------------------------|---|---|--|
| а    |                  | nue, gains, a               | and other support   |                 | ¥                     | а                   |                              | penses and lo                                       | ,   | 1.6                                      |
| b    |                  | included on                 | itatements • Ine <b>a</b> but not on                                | а               |                       | b                   | Amounts                      | nancial statemen<br>included on line<br>, Form 990: |   |  |
| (1)  | Net unrea        | lized gains                 | \$  | 24 (38)<br>Sup. | 4                     | (1)                 | Donated and use of           | services  |   |  |
| (2)  | Donated          | services<br>of facilities   | \$  | 171             |                       | (2)                 | Prior year a                 |   |   |  |
| (3)  |                  | es of prior                 | \$  |                 | 465                   | (3)                 | Form 990 .<br>Losses rep     | <u>\$</u>   |   |  |
| (4)  | Other (sp        |                             |   |                 |                       |                     | line 20, Fo                  | rm 990 . <u>\$</u>                                  |   | 100                                      |
|      |                  |                             | \$  |                 |                       | (4)                 | Other (spe                   | ecify):<br>   |   |  |
|      | Add amou         | unts on lines               | (1) through (4) ►   | b               |                       |                     | Add amou                     | #<br>nts on lines <b>(1)</b> th                     | rough (4)▶ b  |  |
| С    | Line <b>a</b> mi | nus line <b>b</b> .         |   | С               |                       | С                   | Line <b>a</b> mir            |   | <b>C</b>  |  |
| d    |                  | included or<br>) but not on |   |                 | 200                   | d                   |                              | included on line<br>but not on line                 |   |  |
| (1)  |                  | t expenses<br>led on line   |   |                 |                       | (1)                 | Investment not include       |   |   |  |
|      | 6b, Form 9       | 990                         | \$  |                 |                       |                     | 6b, Form 9                   | 90 <u>\$</u>  |   |  |
| (2)  | Other (sp        | ecify):                     |   |                 | 100                   | (2)                 | Other (spe                   | ecify):   |   | September 1997                           |
|      |                  |                             | \$  |                 |                       |                     |                              | \$  |   |  |
| e    |                  |                             | s (1) and (2)  ie 12, Form 990                                      | d               |                       | е                   |                              | unts on lines <b>(1)</b><br>enses per line 17,      |   |  |
|      | (line c plu      | ıs line <b>d</b> ) .        | ers, Directors, T   | e               | nd Vou                |                     | (line c plu                  | s line <b>d</b> )                                   | <b>▶</b>   e  |  |
| r al | Ins              | tructions on                | page 22.)   | rustees, a      | iliu Key              | Empi                | Uyees (LIS                   | t each one even                                     | ii not compensa   | ated; see Specific                       |
|      |                  |                             | and address   |                 | (B) Title a<br>week o | nd avera<br>levoted | age hours per<br>to position | (C) Compensation<br>(If not paid, enter<br>-0)      | (D) Contributions to<br>employee benefit plans &<br>deferred compensation | (E) Expense account and other allowances |
|      |                  |                             | 831 Second S<br>0-1902 USA  | treet,          | Presid                | dent,               | , 1                          | -0-   | -0-   | -0-                                      |
| Dr   | . Walde          | n Bello,                    | FOCUS, Chul   |                 | Member                | r, 1                |                              | -0-   | -0-   | -0-                                      |
| The  | omas Mi          | ller, Es                    | q., 1831 2nd<br>0-1902 USA  |                 | Treas                 | urer,               | , 1                          | -0-   | -0-   | -0-                                      |
| Be   | rkeley,          | CA 9471                     | 1831 Second<br>0-1902 USA   |                 | Secre                 | tary                | , 1                          | -0-*  | -0-*  | -0-                                      |
|      | rkeley,          | CA 9471                     | 1831 Second<br>0-1902 USA   |                 | Membe                 |                     |                              | -0-*  | -0-*  | -0-                                      |
|      | *No              | t compen                    | sated as Boa  | ird memb        | er, bu                | t con               | npensate                     | ed as staff   | member; se  | e below:                                 |
|      |                  |                             | 1831 Second<br>0-1902 USA   | Street          | , CoDi:               | recto               | or, 40                       | \$122,006   | 7,942   | -0-                                      |
|      |                  | Hayes,<br>CA 9471           | 1831 Second<br>0-1902   | Street,         | Co-D                  | irect               | tor, 40                      | \$126,138   | 8,106   | -0-                                      |
|      |                  |                             |   |                 |                       |                     |                              |   |   |  |
|      |                  |                             |   |                 |                       |                     |                              |   |   |  |
| 75   | organizatio      | on and all rela             | r, trustee, or key en<br>ated organizations, o<br>dule—see Specific | of which mor    | e than \$10           | 0,000 w             | as provided                  |   |   | ☐ Yes ☒ No                               |

| Par      | t VI Other Information (See Specific Instructions on page 23.)  | Yes No                       |  |  |  |  |  |  |
|----------|---|------------------------------|--|--|--|--|--|--|
| 76       | Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity .  | 76 X                         |  |  |  |  |  |  |
| 77       | Were any changes made in the organizing or governing documents but not reported to the IRS?   | 77 X                         |  |  |  |  |  |  |
|          | If "Yes," attach a conformed copy of the changes.  Ba Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?  |                              |  |  |  |  |  |  |
|          | a Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?  |                              |  |  |  |  |  |  |
| þ        | If "Yes," has it filed a tax return on <b>Form 990-T</b> for this year?   | 78b                          |  |  |  |  |  |  |
| 79       | Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," attach a statement   | 79 X                         |  |  |  |  |  |  |
| 80a      | Is the organization related (other than by association with a statewide or nationwide organization) through common  | 80a X                        |  |  |  |  |  |  |
| <b>L</b> | membership, governing bodies, trustees, officers, etc., to any other exempt or nonexempt organization? <b>b</b> If "Yes," enter the name of the organization $\blacktriangleright$  |                              |  |  |  |  |  |  |
| D        | and check whether it is exempt <b>OR</b> nonexempt.   | 204                          |  |  |  |  |  |  |
| 81a      | Enter the amount of political expenditures, direct or indirect, as described in the   |                              |  |  |  |  |  |  |
| 0.0      | instructions for line 81  |                              |  |  |  |  |  |  |
| b        | Did the organization file Form 1120-POL for this year?  | 81b X                        |  |  |  |  |  |  |
| 82a      | Did the organization receive donated services or the use of materials, equipment, or facilities at no charge  | X X                          |  |  |  |  |  |  |
|          | or at substantially less than fair rental value?  | 82a 1 1                      |  |  |  |  |  |  |
| 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 for reporting in  |                              |  |  |  |  |  |  |
| 00-      | Part III.)  | 83a X                        |  |  |  |  |  |  |
|          | Did the organization comply with the public inspection requirements for returns and exemption applications?  Did the organization comply with the disclosure requirements relating to quid pro quo contributions?   | 83b X                        |  |  |  |  |  |  |
|          | Did the organization solicit any contributions or gifts that were not tax deductible?   | 84a X                        |  |  |  |  |  |  |
|          | If "Yes," did the organization include with every solicitation an express statement that such contributions   |                              |  |  |  |  |  |  |
| ~        | or gifts were not tax deductible?   | 84b                          |  |  |  |  |  |  |
| 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 X                        |  |  |  |  |  |  |
|          | If "Yes" was answered to either 85a or 85b, <b>do not</b> complete 85c through 85h below unless the organization  |                              |  |  |  |  |  |  |
|          | received a waiver for proxy tax owed for the prior year.  Dues, assessments, and similar amounts from members   85c   N/A   |                              |  |  |  |  |  |  |
|          | Dues, assessments, and similar amounts from members   |                              |  |  |  |  |  |  |
|          | Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices  |                              |  |  |  |  |  |  |
|          | Taxable amount of lobbying and political expenditures (line 85d less 85e)   |                              |  |  |  |  |  |  |
| q        | Does the organization elect to pay the section 6033(e) tax on the amount in 85f?  | 85g                          |  |  |  |  |  |  |
| h        | If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount in 85f to its reasonable   |                              |  |  |  |  |  |  |
|          | estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year? N/A   | 85h                          |  |  |  |  |  |  |
| 86       | 501(c)(7) organizations.—Enter: a Initiation fees and capital contributions included on   |                              |  |  |  |  |  |  |
|          | line 12   | -                            |  |  |  |  |  |  |
|          |   |                              |  |  |  |  |  |  |
| 87       | 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.)   |                              |  |  |  |  |  |  |
| 88       | At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or   | X X                          |  |  |  |  |  |  |
|          | partnership? If "Yes," complete Part IX   | 88 A                         |  |  |  |  |  |  |
| 89a      | 501(c)(3) organizations.—Enter: Amount of tax imposed on the organization during the year under:  |                              |  |  |  |  |  |  |
|          | section 4911 $\blacktriangleright$ ; section 4912 $\blacktriangleright$ ; section 4955 $\blacktriangleright$  |                              |  |  |  |  |  |  |
| b        | 501(c)(3) and 501(c)(4) organizations.—Did the organization engage in any section 4958 excess benefit transaction during the year? If "Yes," attach a statement explaining each transaction   | 89b X                        |  |  |  |  |  |  |
| _        |   | 000                          |  |  |  |  |  |  |
| 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-                          |  |  |  |  |  |  |
|          | List the states with which a copy of this return is filed ▶ California  |                              |  |  |  |  |  |  |
|          |   |                              |  |  |  |  |  |  |
| a        | Number of employees employed in the pay period that includes March 12, 1998 (See instructions.)   | <b>90b</b>   10              |  |  |  |  |  |  |
| 91       | The books are in care of ▶ Nautilus Institute Telephone no. ▶ (510)2  | <b>90b</b>   10              |  |  |  |  |  |  |
|          | Number of employees employed in the pay period that includes March 12, 1998 (See instructions.)  The books are in care of $\blacktriangleright$ Nautilus Institute  Located at $\blacktriangleright$ 1831 Second Street, Berkeley, CA  Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041—Check here | <b>90b</b>   10<br>  04-9296 |  |  |  |  |  |  |

| Part '        | VII Analysis of Income-Producing Ac   | tivities (See S                         | pecific Inst                          | ructions on pa           | ge 27.)                |                            |
|---------------|---|---|---------------------------------------|--------------------------|------------------------|----------------------------|
|               | gross amounts unless otherwise  | Unrelated b                             | usiness incom                         | ne Excluded by se        | ction 512, 513, or 514 | (E)                        |
| indica        | ♥   | (A)                                     | (B)                                   | (C)                      | (D)                    | Related or exempt function |
|               | Program service revenue:  | Business code                           | Amount                                |                          |                        | income                     |
|               | Cost Reimbursement Grants   |   |                                       |                          |                        | \$ 68,629                  |
| b.            |   |   |                                       |                          |                        |                            |
| С.            |   |   |                                       |                          |                        |                            |
| d.            |   |   |                                       |                          |                        |                            |
| е.            |   |   |                                       |                          |                        |                            |
|               | Medicare/Medicaid payments  |   |                                       |                          |                        |                            |
|               | Fees and contracts from government agencies   |   |                                       |                          |                        |                            |
| _             | Membership dues and assessments   |   |                                       |                          |                        |                            |
|               | Interest on savings and temporary cash investments  |   |                                       | 14                       | \$ 23,998              |                            |
|               | Dividends and interest from securities  |   |                                       |                          |                        |                            |
|               | Net rental income or (loss) from real estate:   |   |                                       |                          |                        |                            |
|               | debt-financed property  |   |                                       |                          |                        |                            |
|               | not debt-financed property  |   |                                       |                          |                        |                            |
|               | Net rental income or (loss) from personal property  |   |                                       |                          |                        |                            |
|               | Other investment income   |   |                                       |                          |                        |                            |
|               | Gain or (loss) from sales of assets other than inventory  |   |                                       |                          |                        |                            |
|               | Net income or (loss) from special events  |   |                                       |                          |                        |                            |
|               | Gross profit or (loss) from sales of inventory .  |   |                                       |                          |                        |                            |
|               | Other revenue: <b>a</b>   |   |                                       |                          |                        |                            |
|               | increase in cash value of life  | insurance                               |                                       | 14                       | 2,801                  |                            |
|               | policy on Executive Directors   |   |                                       |                          |                        |                            |
|               | refund of FUTA taxes paid in  |   |                                       | 01                       | 2,831                  |                            |
| е.            | previous fiscal years   |   |                                       |                          |                        |                            |
| <b>104</b> St | ubtotal (add columns (B), (D), and (E))   |   |                                       |                          | 29,630                 | 68,629                     |
|               | otal (add line 104, columns (B), (D), and (E)) .  |   |                                       |                          | <b>.</b>               | \$ 98,259                  |
|               | (Line 105 plus line 1d, Part I, should equal the  | e amount on line                        | 12, Part I.)                          |                          |                        |                            |
| Part '        | VIII Relationship of Activities to the Acc  | omplishment o                           | Exempt P                              | <b>urposes</b> (See S    | pecific Instruction    | ons on page 28.)           |
| Line I        |   |   |                                       |                          | mportantly to the      | accomplishment             |
|               |   |   | <u> </u>                              |                          |                        |                            |
| 93            |   |   |                                       |                          |                        |                            |
|               | for travel costs) in furthe   |   |                                       |                          |                        | it \$18 of                 |
|               | this amount received from o   | other tax-ex                            | empt org                              | anizations.              | <u> </u>               |                            |
|               |   |   |                                       |                          |                        |                            |
|               |   | ****                                    | ·                                     |                          |                        |                            |
|               |   | (1) (1) (1) (1) (1) (1) (1) (1) (1) (1) |                                       |                          |                        |                            |
|               |   |   |                                       |                          |                        |                            |
|               |   |   |                                       |                          |                        |                            |
|               |   |   |                                       |                          |                        |                            |
|               |   |   |                                       |                          |                        |                            |
| Part          | IX Information Regarding Taxable Sub  | ocidiarios (Com                         | nlota this [                          | Part if the "Vec         | " hay an line 9        | 19 is chacked)             |
|               |   |   |                                       |                          |                        | T                          |
| IN            |   | Percentage of<br>vnership interest      |                                       | ture of<br>ss activities | Total income           | End-of-year assets         |
| None          |   | %                                       |                                       |                          |                        |                            |
| HOHE          | ···   | %                                       |                                       |                          |                        |                            |
|               |   | %                                       |                                       |                          |                        |                            |
|               |   | %                                       | · · · · · · · · · · · · · · · · · · · |                          |                        |                            |
|               | Under penalties of perjury I declare that I have exam   | ined this return, inclu                 | ding accompany                        | ring schedules and st    | atements, and to the   | L.best of my knowledge     |
| Pleas         | and belief, it is true, correct, and complete. Declara (See Geberal Instruction U, on page 12.) | tion of preparer (othe                  | than officer) is                      | based on all informa     | tion of which prepare  | r has any knowledge.       |
| Sign          | 1 600   |   | 3/1999 <b>\</b>                       | Decre 11ce               | eakin<br>s & Finance   |                            |
| Here          | Signature of office   | Date                                    |                                       | Type or print nam        |                        | NTECTOL                    |
|               | Preparer's  |   | Date                                  | Check                    |                        | SSN                        |
| Paid          | signature None.   |   |                                       | self-<br>employ          | — I '                  |                            |
| Prepare       | I I I I I I I I I I I I I I I I I I I   | ·- ·                                    | <u> </u>                              | EIN                      | <b>&gt;</b>            |                            |
| Use On        | yours if self-employed) and address   |   |                                       | ZIP + 4                  | I <b>▶</b>             |                            |

Nautilus of America, Inc.

EIN 95-3608292

## Line 1d - Schedule of Contributors

Contributors of \$5,000 or more in Fiscal 1998-1999

| Amount Given | Contributor   |
|--------------|---|
| \$ 36,000    | Charles Stewart Mott Foundation 1200 Mott Foundation Building, Flint, MI 48502-1851   |
| 144,865      | Center for Global Partnership - The Japan Foundation 152 West 57th St., 39th Floor, New York, NY 10019-3310 (Of the total, \$600 was cost reimbursement grants, \$144,265 was regular grants) |
| 40,000       | Compton Foundation 545 Middlefield Rd. Ste. 178, Menlo Park, CA 94025-3400  |
| 300,000      | Ford Foundation 320 E. 43rd St., New York, NY 10017-4890  |
| 45,000       | Fourth Freedom Forum 803 N. Main St., Goshen, IN 46528-2632   |
| 14,000       | Greenville Foundation<br>283 Second Street East, Sonoma, CA 95476-5708  |
| 10,000       | Hut Foundation 731 Buena Vista Ave. W, San Francisco, CA 94117-4107   |
| 15,000       | Institute on Global Conflict & Cooperation University of California at San Diego (UCSD), 9500 Gilman Dr., La Jolla, CA 92093-0518   |
| 40,000       | John Merck Fund<br>11 Beacon St., Ste. 1230, Boston, MA 02108-3002  |
| 30,213       | Natural Heritage Institute<br>114 Sansome St., #1200, San Francisco, CA 94104-3823<br>(Of the total, \$213 was cost reimbursement grants, \$30,000 was regular grants)                        |
| 55,000       | Ploughshares Fund<br>Fort Mason Ctr., San Francisco, CA 94123-9712  |
| 40,000       | Rockefeller Brothers Fund<br>437 Madison Ave., 37th Fl., New York, NY 10022-7011  |
| 365,213      | Rockefeller Foundation 420 Fifth Avenue, New York, NY 10018-2729 (Of the total, \$2,213 was cost reimbursement grants, and \$363,000 was regular grants)                                      |
| 250,000      | U.S. Dept. of Energy, Ofc. of Nuclear Nonproliferation 1000 Independence Ave., Washington, DC 20585-0001  |
| 150,000      | United States-Japan Foundation<br>145 E. 32nd St., New York, NY 10016-6055  |
| 646,000      | W. Alton Jones Foundation<br>232 E. High St., Charlottesville, VA 22901-5178  |

Nautilus of America, Inc.

EIN 95-3608292

## Line 42 - Depreciation, Depletion, Etc.

See section below for Line 55b, rightmost column

Line 50 - Schedule of Receivables from Officers, Directors,

| Trustees,                                    | and Key Employees                                       |   |  |  |  |  |  |  |  |  |
|--|---|---|--|--|--|--|--|--|--|--|
|  |   |   |  |  |  |  |  |  |  |  |
| Amount                                       | Due From  | Notes   |  |  |  |  |  |  |  |  |
| (\$ 838)                                     | Peter Hayes and<br>Lyuba Zarsky                         | Dr. Hayes and Ms. Zarsky owed Nautilus \$161 for personal use of cellular phone, postage, etc. Nautilus owed Dr. Hayes and Ms. Zarsky \$999 for expenses not yet reimbursed. The net is (\$838).      |  |  |  |  |  |  |  |  |
| Line 51a -                                   | Line 51a - Schedule of Other Notes and Loans Receivable |   |  |  |  |  |  |  |  |  |
| \$11,781                                     | Various Staff   | Advances against travel expenses for several staff members who were traveling near the end of the FY. Recorded as receivables until staff return and provide receipts and/or reimburse unspent funds. |  |  |  |  |  |  |  |  |
| Line 57b - Accumulated Depreciation Schedule |   |   |  |  |  |  |  |  |  |  |
| Item Ad                                      | cquired Cost/Basis                                      | Prior Yrs' Method Rate/ Deprecia.  Deprecia. Life This Year   |  |  |  |  |  |  |  |  |
|  |   |   |  |  |  |  |  |  |  |  |

| Line | 57b | _ | Accumu] | Lated | Dej | preci | Lation | Sche | dule |
|------|-----|---|---------|-------|-----|-------|--------|------|------|
|------|-----|---|---------|-------|-----|-------|--------|------|------|

| Item                           | Acquired         | Cost/Basis | Prior Yrs'<br>Deprecia.               | Method   | Rate/<br>Life | Deprecia.<br>This Year       |  |
|--------------------------------|------------------|------------|---------------------------------------|----------|---------------|------------------------------|--|
|                                |                  |            |                                       |          |               |                              |  |
| Boat                           | 1/94             | \$ 63,000  | \$ 28,350                             | SL       | 10            | \$6,300                      |  |
| Library                        | Prior to<br>6/95 | 35,007     | 21,003                                | SL       | 5             | 7,001                        |  |
| =======<br>SUBTOTALS \$ 98,007 |                  |            | \$ 49,353                             |          |               | ======<br>\$13,301           |  |
| 50210111                       |                  | (Line 57a) | \                                     |          | /             | (Line 42 Col. A)             |  |
| DEPRECI                        | ATION TOTA       | L          | \$49,353 + \$13,301 = <b>\$62,654</b> |          |               |                              |  |
| VALUE A                        | FTER DEPRE       | CIATION:   | \$98,007 -                            | \$62,654 | = \$35,3      | (Line 57b)<br>353 (Line 57c) |  |