

CLIENT EARTH

EARTH ISLAND INSTITUTE INC.

94-2889684

08/17/00

05:45 PM

STATEMENT 2
FORM 990, PART I, LINE 9
NET INCOME (LOSS) FROM SPECIAL EVENTS

SPECIAL EVENTS:

A) PARTY OF THE PLANET/WHALES CELEBRATION

B)

C)

OTHER:

| SPECIAL EVENTS | A | B | C | OTHER | TOTAL |
|-----------------------|------------|---|---|-------|---------|
| GROSS RECEIPTS | \$ 154,962 | | | 0 | 154,962 |
| LESS: CONTRIBUTIONS | 32,627 | | | 0 | 32,627 |
| GROSS REVENUE | 122,335 | | | 0 | 122,335 |
| LESS: DIRECT EXPENSES | 39,003 | | | 0 | 39,003 |
| NET INCOME (LOSS) | \$ 83,332 | | | 0 | 83,332 |

STATEMENT 3
FORM 990, PART I, LINE 10
GROSS PROFIT (LOSS) FROM SALES OF INVENTORY

| ITEMS SOLD | AMOUNT |
|--------------------------------------|-----------|
| MERCHANDISE SALES | \$ 6,864 |
| GROSS SALES | \$ 6,864 |
| LESS RETURNS & ALLOWANCES | 0 |
| NET SALES | \$ 6,864 |
| LESS: COST OF GOODS SOLD | 10,754 |
| GROSS PROFIT FROM SALES OF INVENTORY | \$ -3,890 |

STATEMENT 4
FORM 990, PART II, LINE 22
GRANTS AND ALLOCATIONS

CASH GRANTS AND ALLOCATIONS:

| | | |
|---------------|--------------------------|-----------|
| DONEE'S NAME: | INT'L MARINE MAMMAL PROJ | |
| AMOUNT GIVEN: | | \$ 17,500 |
| DONEE'S NAME: | JOHN MUIR PROJECT | |
| AMOUNT GIVEN: | | 92,150 |

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STATEMENT 4 (CONTINUED)
FORM 990, PART II, LINE 22
GRANTS AND ALLOCATIONS

CASH GRANTS AND ALLOCATIONS:

| | | |
|-----------------------------------|------------------------|-------------------|
| DONEE'S NAME: | BROWER FUND | |
| AMOUNT GIVEN: | | 39,900 |
| DONEE'S NAME: | SEA TURTLES | |
| AMOUNT GIVEN: | | 167,045 |
| DONEE'S NAME: | SPECIAL PROJECTS | |
| AMOUNT GIVEN: | | 32,500 |
| DONEE'S NAME: | ISA NET | |
| AMOUNT GIVEN: | | 44,140 |
| DONEE'S NAME: | MANGROVE ACTION | |
| AMOUNT GIVEN: | | 7,005 |
| DONEE'S NAME: | CENTER FOR SAFE ENERGY | |
| AMOUNT GIVEN: | | 21,221 |
| DONEE'S NAME: | BORNEO PROJECT | |
| AMOUNT GIVEN: | | 7,830 |
| DONEE'S NAME: | GLOBAL SERVICE CORP | |
| AMOUNT GIVEN: | | 27,358 |
| DONEE'S NAME: | GLOBAL SALMON PROJECT | |
| AMOUNT GIVEN: | | 8,303 |
| DONEE'S NAME: | VARIOUS OTHERS | |
| AMOUNT GIVEN: | | 1,295 |
| TOTAL CASH GRANTS AND ALLOCATIONS | | <u>\$ 466,247</u> |
| TOTAL GRANTS AND ALLOCATIONS | | <u>\$ 466,247</u> |

STATEMENT 5
FORM 990, PART II, LINE 43
OTHER EXPENSES

| OTHER EXPENSES | (A) TOTAL | (B) PROGRAM SERVICES | (C) MANAGEMENT & GENERAL | (D) FUNDRAISING |
|--------------------------|--------------|----------------------------|--------------------------------|--------------------|
| DIRECT ADVERTISING COSTS | \$ -13,240 | -13,240 | | |
| DIRECT MAIL COSTS | 16,434 | 8,064 | | 8,370 |

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STATEMENT 5 (CONTINUED)
FORM 990, PART II, LINE 43
OTHER EXPENSES

| OTHER EXPENSES | (A) TOTAL | (B) PROGRAM SERVICES | (C) MANAGEMENT & GENERAL | (D) FUNDRAISING |
|------------------------------|-------------------|----------------------------|--------------------------------|--------------------|
| INDEPENDENT CONTRACTORS | 302,774 | 302,774 | | |
| INSURANCE | 10,575 | 9,200 | 888 | 487 |
| MISCELLANEOUS | 13,908 | 12,426 | 894 | 588 |
| PROFESSIONAL FEES | 38,497 | 13,415 | 25,082 | |
| PROMOTION & PUBLIC EDUCATION | 122,763 | 53,594 | | 69,169 |
| SPECIAL APPEALS | 11,656 | 5,828 | | 5,828 |
| SPECIAL EVENTS EXPENSE | 51,136 | | | 51,136 |
| TOTAL | <u>\$ 554,503</u> | <u>392,061</u> | <u>26,864</u> | <u>135,578</u> |

STATEMENT 6
FORM 990, PART IV, LINE 54
INVESTMENTS - SECURITIES

| OTHER SECURITIES | VALUATION METHOD | AMOUNT | TOTAL |
|-----------------------------------|---------------------|------------|-------------------|
| CITIZENS TRUST - INDEX PORTFOLIO | MARKET VALUE | \$ 612,870 | |
| CITIZENS TRUST - INCOME PORTFOLIO | MARKET VALUE | 0 | \$ 612,870 |
| | TOTAL | | <u>\$ 612,870</u> |

STATEMENT 7
FORM 990, PART IV, LINE 57
LAND, BUILDINGS, AND EQUIPMENT

| ASSET | BASIS | ACCUM. DEPREC. | BOOK VALUE |
|---------------|-------------------|-------------------|---------------|
| MISCELLANEOUS | \$ 248,124 | 172,601 | 75,523 |
| TOTAL | <u>\$ 248,124</u> | <u>172,601</u> | <u>75,523</u> |

STATEMENT 8
FORM 990, PART IV, LINE 58
OTHER ASSETS

| | ENDING |
|-------------------------------|-------------------|
| DEPOSITS | \$ 11,314 |
| GRANTS RECEIVABLE - L/T | 95,000 |
| TOTAL | <u>\$ 106,314</u> |

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STATEMENT 9
FORM 990, PART IV, LINE 65
OTHER LIABILITIES

| | ENDING |
|--------------------------|------------------|
| DEPOSITS | \$ 28,629 |
| REFUNDABLE ADVANCE | 5,362 |
| TOTAL | <u>\$ 33,991</u> |

STATEMENT 10
FORM 990, PART IV-A, LINE B(4)
OTHER AMOUNTS

| | |
|--------------------------|-----------------|
| ADVERTISING INCOME | \$ 9,072 |
| TOTAL | <u>\$ 9,072</u> |

STATEMENT 11
FORM 990, PART IV-A, LINE D(2)
OTHER AMOUNTS

| | |
|--------------------------------|------------------|
| ADVERTISING INCOME - NET | \$ -4,168 |
| TOTAL | <u>\$ -4,168</u> |

STATEMENT 12
FORM 990, PART IV-B, LINE D(2)
OTHER AMOUNTS

| | |
|--------------------------------|-------------------|
| DIRECT ADVERTISING COSTS | \$ -13,240 |
| TOTAL | <u>\$ -13,240</u> |

STATEMENT 13
FORM 990, PART V
LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

| NAME AND ADDRESS | TITLE & AVG. HRS/WK DEVOTED | COMP. | EMPLOYEE BEN. PLN CONTRIB. | EXPENSE ACCOUNT/ OTHER |
|--|--------------------------------|-------|----------------------------------|------------------------------|
| DAVID R. BROWER 40 STEVENSON AVENUE BERKELEY, CA 94708 | CHAIRMAN AS NEEDED | \$ 0 | 0 | 0 |

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STATEMENT 13 (CONTINUED)
 FORM 990, PART V
 LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

| NAME AND ADDRESS | TITLE & AVG. HRS/WK DEVOTED | COMP. | EMPLOYEE BEN. PLN CONTRIB. | EXPENSE ACCOUNT/ OTHER |
|--|--------------------------------|--------|----------------------------------|------------------------------|
| ROBERT WILKINSON 1428 WEST VALLERIO SANTA BARBARA, CA 93101 | PRESIDENT AS NEEDED | 0 | 0 | 0 |
| MARIA MOYER-ANGUS 1 HARRISON STREET, 4TH FLOOR SAN FRANCISCO, CA 94105 | SECRETARY AS NEEDED | 0 | 0 | 0 |
| TIM RANDS 7532 20TH AVENUE SEATTLE, WA 98115 | TREASURER AS NEEDED | 0 | 0 | 0 |
| JOHN A. KNOX 3853 CEASAR CHAVEZ SAN FRANCISCO, CA 94131 | EXC. DIR & VP 40 | 52,110 | 0 | 0 |
| DAVID PHILLIPS 3330 PARADISE DRIVE TIBURON, CA 94920 | EXC. DIR & VP 40 | 52,110 | 0 | 0 |
| PETER WINKLER TIBURON, CA | COUNSEL AS NEEDED | 0 | 0 | 0 |
| CAROLE KAY COMBS MONTEREY, CA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| VERONICA EADY BOSTON, MA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| LISA FAITHORN WALNUT CREEK, CA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| MICHAEL HATHAWAY GUERNEVILLE, CA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |

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STATEMENT 13 (CONTINUED)
 FORM 990, PART V
 LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

| NAME AND ADDRESS | TITLE & AVG. HRS/WK DEVOTED | COMP. | EMPLOYEE BEN. PLN CONTRIB. | EXPENSE ACCOUNT/ OTHER |
|---|--------------------------------|------------|----------------------------------|------------------------------|
| SUSAN MARIE REID WOODSIDE, CA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| DENISE D. FORT ALBUQUERQUE, NM | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| ELISABETH R. GUNTHER SAN FRANCISCO, CA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| ANGANA CHALLERJI SAN FRANCISCO, CA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| ANDREA COUSINS OAKLAND, CA | BOARD MEMBER AS NEEDED | 0 | 0 | 0 |
| TOTAL | | \$ 104,220 | 0 | 0 |

STATEMENT 14
 SCHEDULE A, PART IV-A, LINE 22
 OTHER INCOME

| DESCRIPTION | (A) 1998 | (B) 1997 | (C) 1996 | (D) 1995 | (E) TOTAL |
|-------------|------------|----------|----------|----------|-----------|
| | \$ 379,793 | 358,095 | 237,253 | 301,789 | 1,276,930 |

