

Return of Organization Exempt From Income Tax

OMB No 1545-0047

Open to Public Inspection

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations) Do not enter social security numbers on this form as it may be made public.

partment of the Treasury Go to www.irs.gov/Form990 for instructions and the latest information. For the 2017 calendar year, or tax year beginning and ending D Employer identification number C Name of organization Check if applicable INDUSTRIAL DEVELOPMENT CORPORATION OF SANFOR Doing business as Address change Number and street (or PO box if mail is not delivered to street address) Room/suite 01-6019454 Name change 917 Main Street Suite B Telephone number City or town ZIP code Initial return 04073 Sanford ME Final return/terminated Foreign country name Foreign postal code Foreign province/state/county 81,332 Amended return Gross receipts \$ X No F Name and address of principal officer Application pending H(a) Is this a group return for subordinates' Gwen Bedell Gadbois 917 Main Street, Suite B, Sanford, ME 04073 H(b) Are all subordinates included? If "No," attach a list (see instructions) 501(c)(3) X 501(c)) **(**Insert no) 4947(a)(1) or Tax-exempt status J Website: ► N/A H(c) Group exemption number X Corporation K Form of organization Trust Association L Year of formation M State of legal domicile 1959 ME Briefly describe the organization's mission or most significant activities Development Corporation which has developed and manages a business park in Sanford Works to recruite new companies to located in the Check this box ▶ If the organization discontinued its operations or disposed of more than 25% of its net assets 3 Number of voting members of the governing body (Part VI, line 1a) 3 9 4 Number of independent voting members of the governing body (Part VI, line 1b) Total number of individuals employed in calendar year 2017 (Part V, line 2a) 5 0 Total number of volunteers (estimate if necessary) 6 0 Total unrelated business revenue from Part VIII, column (C), line 12 7a Net unrelated business taxable income from Form 990-T, line 34 0 Prior Year **Current Year** 8 0 0 Contributions and grants (Part VIII, line 1h) 9 Program service revenue (Part VIII, line 2g) 0 0 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) 33,071 35,813 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) 11 21 45,519 12 33,092 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) 81,332 Grants and similar amounts paid (Part IX, column (A), lines 1-3) 13 20,000 20,000 Benefits paid to or for members (Part IX, column (A), line 4) 14 0 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) 0 0 16a Professional fundraising fees (Part IX, column (A), line 11e) 0 Total fundraising expenses (Part IX, column (D), line 25) Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) 17 38,620 14,405 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25 Revenue less expenses Subtract line 18 from the 12/UC 3 1 2018 18 58,620 34,405 19 -25,528 46,927 ŏ Beginning of Current Year End of Year Total assets (Part X, line 16) 20 2,961,937 3,277,978 Total liabilities (Part X, line 26) Net assets or fund balances Subtract line 21 from line 20 2,961,937 3,277,978 Signature Block 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 Sign Here Type or print name and title Print/Type preparer's name Date David R Ferguson 8/9/2018 self-employed P01441635 reparer Firm's EIN ► 01-0503462 Firm's name Ferguson & Johnson, PA **Use Only** (207) 324-5357 Firm's address ► 506 Main Street, PO Box 97, Springvale, ME 04083 Phone no

May the IRS discuss this return with the preparer shown above? (see instructions)

X Yes

| | 017) <u>I</u> NE | JUSTRIAL DEVELOPMENT | CORPORATION OF SANFORD | 01- | 6019454 | Pag |
|------------|------------------|-------------------------------|---------------------------------------------------------------------------------------------------------------------------|--------------------------|----------------------|---------------|
| art III | | ment of Program Servic | | Port III | | |
| | | | response or note to any line in this | Part III . | - · · - - | |
| | | he organization's mission | d and manages a business park in Sanfo | ord Marks | | |
| | | ompanies to located in the bu | | | | |
| 10 1 | Columbia Hora | | siness park | | | |
| | | | | | | |
| | | | program services during the year which | were not listed on | | _ |
| | • | 30 or 990-EZ? | | | Yes | ΧJ |
| | | these new services on Sche | | | | |
| | | tion cease conducting, or mal | ke significant changes in how it conducts | , any program | | г |
| | vices? | | | | Yes | X |
| | | these changes on Schedule | | ant areas an annuar an i | manaurad by | |
| exp | enses Section | | ccomplishments for each of its three larg ganizations are required to report the amount of program service reported | | | , |
| (Co | ode |) (Expenses \$ | 23,496 including grants of \$ | 20,000) (Revenue \$ | |) |
| Gra | ants funded th | e Sanford Regional Growth C | Council, Program Service Expenses mair | ntained the | | |
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| Oth | her program s | services (Describe in Schedul | le O) | | | |

| Part | IV Checklist of Required Schedules | | | |
|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|--------------------------------------------------|
| | • | _ | Yes | No |
| | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," | | | |
| | complete Schedule A . | 1 | | X |
| 2 | is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? | 2_ | | X |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to | | İ | ١ |
| | candidates for public office? If "Yes," complete Schedule C, Part I | 3 | ļ <u>.</u> | X |
| 4 | Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i> | 4 | | |
| 5 | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III | 5 | | × |
| 6 | Did the organization maintain any donor advised funds or any similar funds or accounts for which donors | | | \Box |
| | have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If | | | |
| | "Yes," complete Schedule D, Part I | 6 | | x |
| 7 | Did the organization receive or hold a conservation easement, including easements to preserve open space, | | | |
| | the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II | 7 | | Х |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," | | | |
| | complete Schedule D, Part III | 8 | | X |
| 9 | Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a | | | Γ |
| | custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt | | | 1 |
| | negotiation services? If "Yes," complete Schedule D, Part IV | 9 | | <u> </u> |
| 10 | Did the organization, directly or through a related organization, hold assets in temporarily restricted | | i | ì |
| | endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V | 10 | | <u> </u> |
| 11 | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, | | İ | |
| | VII, VIII, IX, or X as applicable | | 1 | |
| a | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete | | | |
| | Schedule D, Part VI | 11a | X | ₩ |
| b | Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII | 11b | | x |
| С | Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more | | 1 | |
| | of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII | 11c | ļ | X |
| d | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets | | 1 | |
| | reported in Part X, line 16? If "Yes," complete Schedule D, Part IX | 11d | <u> </u> | X |
| | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X | 11e | <u> </u> | X |
| f | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses | | l | ١., |
| | the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X | 11f | - | X |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete | 40- | | |
| | Schedule D, Parts XI and XII | 12a | | X |
| D | Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional | 126 | | $ _{x}$ |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 12b | | ╁ |
| 14a | | 14a | | |
| b | | 170 | | ┼ |
| | fundraising, business, investment, and program service activities outside the United States, or aggregate | Ì | | |
| | for eign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV | 14b | | X |
| 15 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or | | | |
| | for any foreign organization? If "Yes," complete Schedule F, Parts II and IV | 15 | | x |
| 16 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other | | | T |
| | assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV | 16 | L | X |
| 17 | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services | | | |
| | on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions) | 17 | | X |
| 18 | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on | | | |
| | Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II | 18 | 1 | x |

Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a?

If "Yes," complete Schedule G, Part III

19

Part IV Checklist of Required Schedules (continued)

| _ | | | _,00 | 140 |
|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------|-----------------|
| | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | X |
| | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | - | |
| 21 | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II | 21 | х | |
| 22 | Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III | 22 | х | |
| 23 | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated | | | |
| | employees? If "Yes," complete Schedule J | 23 | | Χ_ |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than | | | |
| | \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a | 24a | | x |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | ^- |
| | Did the organization maintain an escrow account other than a refunding escrow at any time during the year | | | |
| | to defease any tax-exempt bonds? | 24c | | |
| | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | |
| 25a | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | |
| b | Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a | | | |
| | prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or | | | |
| 20 | 990-EZ? If "Yes," complete Schedule L, Part I | 25b | | |
| 26 | Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or | | | |
| | disqualified persons? If "Yes," complete Schedule L, Part II | 26 | | x |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, | | | |
| | substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled | | | |
| 22 | entity or family member of any of these persons? If "Yes," complete Schedule L, Part III | 27 | | Х |
| 28 | Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions) | | | |
| а | A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV | 28a | | х |
| | A family member of a current or former officer, director, trustee, or key employee? <i>If</i> "Yes," <i>complete</i> | 200 | | <u> </u> |
| | Schedule L, Part IV | 28b | | Х |
| С | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) | | | |
| 20 | was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV | 28c | | X |
| 29 30 | Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified | 29 | - | X |
| | conservation contributions? If "Yes," complete Schedule M | 30 | | х |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, | | | |
| | Part I | 31 | | X |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II | | : | |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations | 32 | | X |
| | sections 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I | 33 | | x |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, | | | |
| 05- | III, or IV, and Part V, line 1 | 34 | | Х |
| | Did the organization have a controlled entity within the meaning of section 512(b)(13)? If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled | 35a | | X |
| D | entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 | 35b | | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related | | | |
| | organization? If "Yes," complete Schedule R, Part V, line 2 | 36 | | |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization | | | |
| | and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI | 27 | | , |
| 38 | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and | 37 | | X |
| | 19? Note. All Form 990 filers are required to complete Schedule O | 38 | Х | |
| | | | | - |

| Par | Statements Regarding Other IRS Filings and Tax Compliance Check if Schedule O contains a response or note to any line in this Part V | | . [| |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-----|----------|
| | Check in deflectable of contains a response of note to any line in this raix v . | | Yes | No |
| 1a | Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable | | | |
| b | Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable 1b 0 | | | |
| c | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable | ı | ļ | |
| - | gaming (gambling) winnings to prize winners? | 1c | x | |
| 2a | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax | | | |
| | Statements, filed for the calendar year ending with or within the year covered by this return 0 | | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? | 2b | | |
| | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | Ì | - | |
| 3a | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | | Х |
| b | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O | 3b | | |
| 4a | At any time during the calendar year, did the organization have an interest in, or a signature or other authority | l | | |
| | over, a financial account in a foreign country (such as a bank account, securities account, or other financial | . | 1 | v |
| | account)? | 4a | | X |
| b | If "Yes," enter the name of the foreign country | | | |
| | See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR) | | | |
| 5a | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | 5a | } | x |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | X |
| c | If "Yes" to line 5a or 5b, did the organization file Form 8886-T? | 5c | | |
| 6a | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the | | | |
| | organization solicit any contributions that were not tax deductible as charitable contributions? | 6a | | Х |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or | | | |
| | gifts were not tax deductible? | 6b | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | l |
| а | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods | | | } |
| | and services provided to the payor? | 7a_ | | Х |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? | 7b | | |
| С | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was | 7 . | | V |
| | required to file Form 8282? If "Yes," indicate the number of Forms 8282 filed during the year 7d | 7c | | Х |
| d e | If "Yes," indicate the number of Forms 8282 filed during the year Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7е | - | × |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | 7f | | X |
| g | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g | | Ĥ |
| h | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7h | | |
| 8 | Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the | | | |
| | sponsoring organization have excess business holdings at any time during the year? | 8 | | |
| 9 | Sponsoring organizations maintaining donor advised funds. | | | |
| а | Did the sponsoring organization make any taxable distributions under section 4966? | 9a | | L |
| b | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? | 9b | | L |
| 10 | Section 501(c)(7) organizations. Enter | | | ĺ |
| a | Initiation fees and capital contributions included on Part VIII, line 12 | | | ĺ |
| b 44 | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities [10b] | | | |
| 11 | Section 501(c)(12) organizations. Enter Gross income from members or shareholders 11a | | | |
| a b | Gross income from other sources (Do not net amounts due or paid to other sources | | | l |
| | against amounts due or received from them) | | | |
| 12a | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | | |
| b | If "Yes," enter the amount of tax-exempt interest received or accrued during the year 12b | | | |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers. | | | L |
| а | Is the organization licensed to issue qualified health plans in more than one state? | 13a | | |
| | Note. See the instructions for additional information the organization must report on Schedule O | | | |
| b | Enter the amount of reserves the organization is required to maintain by the states in which | | | 1 |
| | the organization is licensed to issue qualified health plans | | | |
| С | Enter the amount of reserves on hand . | | ļ | <u> </u> |
| 14a | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | ļ | X |
| h | If "Ves." has it filed a Form 720 to report these payments? If "No." provide an explanation in Schedule O | 116 | ı | |

Part VI

Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI.

| Sect | ion A. Governing Body and Management | | | | | | | |
|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|------------|------------|----------|--|--|--|
| | | | | Yes | No | | | |
| 1a | Enter the number of voting members of the governing body at the end of the tax year | 1a 9 | | | | | | |
| | If there are material differences in voting rights among members of the governing body, or | | 1 | | | | | |
| | if the governing body delegated broad authority to an executive committee or similar | | | | | | | |
| | committee, explain in Schedule O | | | | | | | |
| þ | Enter the number of voting members included in line 1a, above, who are independent | 1b 9 | | | | | | |
| 2 | Did any officer, director, trustee, or key employee have a family relationship or a business relations | hip with | 1 | | | | | |
| | any other officer, director, trustee, or key employee? | , | 2 | | Х | | | |
| 3 | Did the organization delegate control over management duties customarily performed by or under | the direct | | | | | | |
| | supervision of officers, directors, or trustees, or key employees to a management company or other | | 3 | | Х | | | |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form 990 was | - | 4 | | Х | | | |
| 5 | Did the organization become aware during the year of a significant diversion of the organization's a | | 5 | | Х | | | |
| 6 | 6 Did the organization have members or stockholders? | | | | | | | |
| 7a | Did the organization have members, stockholders, or other persons who had the power to elect or | appoint | | X | | | | |
| | one or more members of the governing body? | ., | 7a | х | | | | |
| b | Are any governance decisions of the organization reserved to (or subject to approval by) members | | _ | | | | | |
| | stockholders, or persons other than the governing body? | , | 7b | | Х | | | |
| 8 | Did the organization contemporaneously document the meetings held or written actions undertaken | n durina | | | | | | |
| | the year by the following | . J | i | | | | | |
| а | The governing body? | | 8a | х | | | | |
| b | Each committee with authority to act on behalf of the governing body? | | 8b | Х | | | | |
| 9 | in the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of | | | | | | | |
| | at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O | | 9 | | Х | | | |
| ect | ion B. Policies (This Section B requests information about policies not required by the | Internal Revenue (| ode |) | | | | |
| | | | | Yes | No | | | |
| | Did the organization have local chapters, branches, or affiliates? | | 10a | | Х | | | |
| b | If "Yes," did the organization have written policies and procedures governing the activities of such or afficiency and because the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of t | chapters, | | | | | | |
| 44. | affiliates, and branches to ensure their operations are consistent with the organization's exempt pu | | 10b 11a | | Х | | | |
| 11a | t t t t t t t t t t t t t t t t t t t | | | | | | | |
| b 120 | the process of the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and the control and | | . | | | | | |
| 12a b | Did the organization have a written conflict of interest policy? If "No," go to line 13 Were officers, directors, or trustees, and key employees required to disclose annually interests that could get the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the conflict of the co | | 12a | | X | | | |
| C | Did the organization regularly and consistently monitor and enforce compliance with the policy? If | | 12b | | | | | |
| · | describe in Schedule O how this was done | res, | 40. | | | | | |
| 13 | Did the organization have a written whistleblower policy? | | 12c 13 | | <u> </u> | | | |
| 14 | Did the organization have a written document retention and destruction policy? | | 14 | | X | | | |
| 15 | Did the process for determining compensation of the following persons include a review and appro | val by | "# | | _^_ | | | |
| | independent persons, comparability data, and contemporaneous substantiation of the deliberation | | | | | | | |
| а | The organization's CEO, Executive Director, or top management official | and dooloidii' | 15a | | Х | | | |
| b | Other officers or key employees of the organization | | 15b | | X | | | |
| | If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions) | | | | | | | |
| 16a | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrang | ement | | | | | | |
| | with a taxable entity during the year? | | 16a | | Х | | | |
| b | If "Yes," did the organization follow a written policy or procedure requiring the organization to evalu | ate its | | | | | | |
| | participation in joint venture arrangements under applicable federal tax law, and take steps to safe, | guard | | | | | | |
| | the organization's exempt status with respect to such arrangements? | | 16b | | | | | |
| | ion C. Disclosure | | | | | | | |
| 17 | List the states with which a copy of this Form 990 is required to be filed ► ME | | | | | | | |
| 18 | Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990 | D-T (Section 501(c)(3) | s only | ') | | | | |
| | available for public inspection. Indicate how you made these available. Check all that apply | | | | | | | |
| | | plaın ın Schedule O) | | | | | | |
| 19 | Describe in Schedule O whether (and if so, how) the organization made its governing documents, or | conflict of interest poli | cy, an | d | | | | |
| 20 | financial statements available to the public during the tax year | | | | | | | |
| 20 | State the name, address, and telephone number of the person who possesses the organization's b | | • | | | | | |
| | Gwen Bedell Gadbois | 207-324-4280 | | | | | | |
| | 917 Main Street, Suite B, Sanford, ME 04073 | | | | | | | |

| 604 | 0454 | _ | 7 |
|------|-------|------|---|
| -601 | 19454 | Page | • |

| Form 990 (2017) | INDUSTRIAL | DEVELOPMENT | CORPORATION | OF |
|-----------------|------------|-------------|-------------|----|

Part VII

Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated **Employees, and Independent Contractors**

SANFORD

Check if Schedule O contains a response or note to any line in this Part VII.

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- · List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0- in columns (D), (E), and (F) if no compensation was paid
 - List all of the organization's current key employees, if any See instructions for definition of "key employee"
- List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- · List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- · List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

| (A) Name and Title | (B) Average hours per week (list any hours for related | Position (do not check more than one box, unless person is both an officer and a director/trustee) Or direction | | (D) Reportable compensation from the organization | (E) Reportable compensation from related organizations (W-2/1099-MISC) | (F) Estimated amount of other compensation from the | | | | |
|----------------------------------------|--------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|-----------------------|---------------------------------------------------|------------------------------------------------------------------------|-----------------------------------------------------|----|-----------------|--|----------------------------------------------|
| | organizations below dotted line) | Individual trustee or director | Institutional trustee | 7 | Key employee | Highest compensated employee | H. | (W-2/1099-MISC) | | organization and related organizations |
| (1) Ted Hissong | 0 00 | | | | | | | | | |
| Director | 0 00 | Х | L | | | | | | | |
| (2) Gordon Collins | 0 00 | | | | | | | | | |
| Director | 0 00 | X | _ | | | ļ | | | | |
| (3) David Jagger | 0 00 | | | | | | İ | | | |
| Director | 0 00 | X | | _ | | | L | | | |
| (4) Michael Ralston | 0 00 | | | | | | |] | | |
| Director | 0 00 | X | | L | | | | | | |
| (5) Richard Shaw | 0 00 | | | | | | | • | | |
| Director | 0 00 | X | <u> </u> | | | | | | | |
| (6) David Nickerson | 0 00 | | | | | | İ | | | |
| Director | 0 00 | Х | | | | | | | | |
| (7) Robert Hardison | 1 00 | | | | | | | | | |
| President | 0 00 | | | Х | | | | | | |
| (8) Gwen Bedell Gadbois | 2 00 | | | | | i | | | | |
| Treasurer | 0 00 | | | Х | | | | | | |
| (9) Edward J Titcomb | 0 00 | | | | | | | | | - |
| Secretary | 0 00 | | 1_ | Х | | | | | | |
| (10) | | | | | | | | | | |
| (11) | | | | | | | | | | |
| (12) | | | | | | | | | | |
| •••••••••••••••••••••••••••••••••••••• | | | | | | | | | | |
| (14) | | | | | | | | | | |

| (16) (17) (18) (19) (20) (21) (22) (24) (25) 1b Su c Too d Too | | | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | from the organization (W-2/1099-MISC) | from related organizations (W-2/1099-MISC) | org | npensat rom the ganization of relate anization | e on ed |
|-------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|----------------------|--------------------------------|-----------------------|-------------|--------------|------------------------------|----------|---------------------------------------|--------------------------------------------|--------|------------------------------------------------------------|---------------|
| (16) (17) (18) (19) (20) (21) (22) (24) (25) 1b Su c Too d Too | | | | | | | | | | | | | |
| (17) (18) (19) (20) (21) (22) (24) (25) 1b Su c Too d Too | | | | | | | | | | | | | |
| (18) (19) (20) (21) (22) (24) (25) 1b Su c Too d Too | | | | | | | | | | | | | |
| (19) (20) (21) (22) (24) (25) 1b Su c Too d Too | | | | | | | | | | | | | |
| (20) (21) (22) (24) (25) 1b Su c Too d Too | | | | | | | | | | | | | |
| (21) (22) (3) (24) (25) 1b Su c Too d Too | | | | | | | | | | | | | |
| (22) (24) (25) 1b Su c Too d Too | | | | | | | | | l | L. | | | |
| (24) (25) 1b Su c Too d Too | | | | ╁┈ | | | | | | | | | |
| (24) (25) 1b Su c Tot d Tot | | | | 1 | | _ | | | | | | - | |
| (25) 1b Su c To | | 1 | | | | | | | | <u></u> | | | |
| (25) 1b Su c To | | | | | | | | - | | | + | | |
| c To | | | | | - | - | | | | | | | |
| d To | ıb-total | <u></u> | <u>]</u> | <u> </u> | | <u> </u> | <u> </u> | | 0 | | ס | | 0 |
| | tal from continuation sheets to Part VII, So tal (add lines 1b and 1c) | ection A | | | | | | ▶ | 0 | |)) | | 0 |
| | tal number of individuals (including but not lin portable compensation from the organization | | | | | vho | recei | ved | more than \$100 | 0,000 of | •• | | |
| | | | | | | | | | | | | Yes | No |
| | d the organization list any former officer, dire | | | | loye | e, c | r high | nesi | t compensated | | 3 | <u> </u> | х |
| | or any individual listed on line 1a, is the sum of eorganization and related organizations greated organizations. | • | | | | | | | | | | | |
| | dividual | ater triair \$ 100,0 | 00.7 | , , | <i>.</i> 0, | 00,, | ipicio | , 00 | incounce of for our | | 4 | | × |
| | d any person listed on line 1a receive or acci | • | | | - | | | _ | | vidual | 5 | | X |
| Section | B. Independent Contractors | | | | | | | | | | | | |
| | omplete this table for your five highest compe mpensation from the organization Report co ar | | | | | | | | | | s tax | | |
| | (A) Name and business add | Iress | | | | | | | (B) Description of ser | rvices | | C) ensation | I |
| | | | | | | | | | | | | | 0 |
| | | | | | | | | - | | <u> </u> | | | 0 |
| - | | | | | _ | | | \vdash | | | | | - 0 |
| | | | | | | | | | | | | | 0 |

01-6019454 Page 9 Form 990 (2017) INDUSTRIAL DEVELOPMENT CORPORATION OF SANFORD Part VIII Statement of Revenue Check if Schedule O contains a response or note to any line in this Part VIII (C) (D) (B) Total revenue Related or Unrelated Revenue business excluded from exempt tax under sections function revenue 512-514 revenue 0 Federated campaigns 1a Contributions, Gifts, Grants and Other Similar Amounts 0 1b Membership dues 0 1c Fundraising events 1d 0 d Related organizations 0 e Government grants (contributions) 1e f All other contributions, gifts, grants, and 0 similar amounts not included above 1f g Noncash contributions included in lines 1a-1f \$ 0 Total. Add lines 1a-1f **Business Code** Program Service Revenue 0 0 0 0 0 0 All other program service revenue 0 Total. Add lines 2a-2f Investment income (including dividends, interest, and other similar amounts) 35,813 Income from investment of tax-exempt bond proceeds 0 0 5 Royalties (ı) Real (ii) Personal Gross rents b Less rental expenses 0 0 c Rental income or (loss) \blacktriangleright d Net rental income or (loss) (i) Securities (II) Other 7a Gross amount from sales of 0 assets other than inventory 0 b Less cost or other basis and sales expenses 0 0 c Gain or (loss) 0 Net gain or (loss) Ω Other Revenue 8a Gross income from fundraising events (not including \$ of contributions reported on line 1c) See Part IV, line 18 а 0 **b** Less direct expenses c Net income or (loss) from fundraising events 9a Gross income from gaming activities See Part IV, line 19 0 а 0 b b Less direct expenses ▶ c Net income or (loss) from gaming activities 10a Gross sales of inventory, less returns and allowances 0 а 0 b b Less cost of goods sold Net income or (loss) from sales of inventory **Business Code** Miscellaneous Revenue 7,500 1st Quarter Other Inc 11a 38,019 4th Quarter Other Inc b 0 C 0 All other revenue

Total. Add lines 11a-11d

Total revenue. See instructions

<u>45</u>,519

81,332

Part IX Statement of Functional Expenses

| Section | check if Schedule O contains a response or note | · · · · · · · · · · · · · · · · · · · | | | X |
|---------|------------------------------------------------------------------------------------------------------------|---------------------------------------|------------------------------------|-------------------------------------------|--------------------------------|
| | not include amounts reported on lines 6b, 7b, 9b, and 10b of Part VIII. | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraising expenses |
| 1 | Grants and other assistance to domestic organizations | | | | |
| | domestic governments See Part IV, line 21 | 20,000 | 20,000 | | |
| 2 | Grants and other assistance to domestic | | | | |
| | individuals See Part IV, line 22 | 0 | | | |
| 3 | Grants and other assistance to foreign | | | ŀ | |
| | organizations, foreign governments, and foreign | | | i | |
| | individuals See Part IV, lines 15 and 16 | 0 | | | |
| 4 | Benefits paid to or for members | 0 | | | |
| 5 | Compensation of current officers, directors, | | | | |
| | trustees, and key employees | 0 | | 0 | |
| 6 | Compensation not included above, to disqualified | | | | |
| | persons (as defined under section 4958(f)(1)) and | | | | |
| _ | persons described in section 4958(c)(3)(B) | 0 | | | |
| 7 | Other salaries and wages | 0 | | | |
| 8 | Pension plan accruals and contributions (include | | | | |
| _ | section 401(k) and 403(b) employer contributions) | 0 | | | |
| 9 | Other employee benefits | 0 | | | |
| 10 | Payroll taxes . | 0 | | | |
| 11 | Fees for services (non-employees) | | | | |
| a | Management | 0 | | 4 775 | |
| b | Legal | 4,775 | - | 4,775 | |
| C C | Accounting . | 0 | | | |
| d | Lobbying Professional fundracing convers. See Port IV line 17 | 0 | | | |
| e | Professional fundraising services See Part IV, line 17 | 0 | | | · · · · · · · |
| f | Investment management fees | | | | |
| g | Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O) | اه | | أه | |
| 12 | Advertising and promotion | 200 | 200 | | |
| 13 | Office expenses | 140 | 200 | 140 | |
| 14 | Information technology | 0 | | | <u> </u> |
| 15 | Royalties | 0 | | | |
| 16 | Occupancy | 0 | | | |
| 17 | Travel . | 0 | | | |
| 18 | Payments of travel or entertainment expenses | | | - | |
| | for any federal, state, or local public officials | ol | | | |
| 19 | Conferences, conventions, and meetings | 0 | | | |
| 20 | Interest . | 0 | | | |
| 21 | Payments to affiliates | 0 | | | |
| 22 | Depreciation, depletion, and amortization | 0 | 0 | 0 | (|
| 23 | Insurance . | 5,404 | | 5,404 | |
| 24 | Other expenses Itemize expenses not covered | -, // | | | |
| | above (List miscellaneous expenses in line 24e If | | | | |
| | line 24e amount exceeds 10% of line 25, column | | | | |
| | (A) amount, list line 24e expenses on Schedule O) | | | | |
| а | Maintanance | 3,296 | 3,296 | | |
| b | Meeting Expenses | 590 | | 590 | |
| С | | 0 | | | |
| d | | 0 | | | |
| е | All other expenses | 0 | | | |
| _25 | Total functional expenses. Add lines 1 through 24e | 34,405 | 23,496 | 10,909 | (|
| | Joint costs. Complete this line only if the | | | | |
| | organization reported in column (B) joint costs | | | | |
| | from a combined educational campaign and | | | | |
| | fundraising solicitation Check here | | | | |
| | following SOP 98-2 (ASC 958-720) | | | | |

Form 990 (2017) INDUSTRIAL DEVELOPMENT CORPORATION OF SANFORD

Part X Balance Sheet

| ι α | IL A | Check if Schedule O contains a response or | note to | any line in this Part X | | | |
|-----------------------------|----------|------------------------------------------------------------|---------------------------------------------------------------------|-----------------------------------------|-------------------|-----|-------------|
| | | . Check it ochedule o contains a response of | note to | arry line in this rack | (A) | _ | (B) |
| | | | | | Beginning of year | | End of year |
| —т | <u> </u> | Cash—non-interest-bearing | | | 88,708 | 1 | 32,466 |
| 1 | 2 | Savings and temporary cash investments | | | 0,100 | 2 | |
| ŀ | 3 | Pledges and grants receivable, net | 0 | 3 | 0 | | |
| | 4 | Accounts receivable, net | 0 | 4 | 0 | | |
| | 5 | Loans and other receivables from current and for | nmer c | officers directors | | • | |
| | 3 | trustees, key employees, and highest compensations | | · | | | |
| | | Complete Part II of Schedule L | atou on | 110,000 | o | 5 | |
| ļ | 6 | Loans and other receivables from other disqualified person | nne /ae r | defined under section | | | |
| | J | 4958(f)(1)), persons described in section 4958(c)(3)(B), a | | | | | |
| | | sponsoring organizations of section 501(c)(9) voluntary e | | | | | |
| छ | | organizations (see instructions) Complete Part II of Sche | | , 5 5 5 7 5 7 5 7 5 7 5 7 5 7 5 7 5 7 5 | o | 6 | |
| Assets | 7 | Notes and loans receivable, net | | | 0 | 7 | 0 |
| As | 8 | Inventories for sale or use | 0 | 8 | | | |
| | 9 | Prepaid expenses and deferred charges | | | 0 | 9 | |
| 1 | 10a | Land, buildings, and equipment cost or | | | | | |
| | | other basis Complete Part VI of Schedule D | 10a | 799,242 | | | |
| | b | Less accumulated depreciation | 10b | 0 | 1,639,200 | 10c | 799,242 |
| | 11 | Investments—publicly traded securities | | | 1,234,029 | 11 | 2,446,270 |
| | 12 | Investments—other securities See Part IV, line | 0 | 12 | 0 | | |
| | 13 | investments—program-related See Part IV, line | | | 0 | 13 | 0 |
| | 14 | Intangible assets | | | 0 | 14 | 0 |
| | 15 | Other assets See Part IV, line 11 | | | 0 | 15 | 0 |
| _ | 16 | Total assets. Add lines 1 through 15 (must equ | al line | 34) | 2,961,937 | 16 | 3,277,978 |
| | 17 | Accounts payable and accrued expenses | | | 0 | 17 | |
| | 18 | Grants payable . | | | 0 | 18 | |
| | 19 | Deferred revenue . | rred revenue . | | | | |
| | 20 | Tax-exempt bond liabilities | | | | | |
| | 21 | Escrow or custodial account liability Complete | scrow or custodial account liability Complete Part IV of Schedule D | | | | |
| S | 22 | Loans and other payables to current and forme | r office | rs, directors, | | | |
| Liabilities | | trustees, key employees, highest compensated | emplo | yees, and | 000 0 A | | |
| abi | | disqualified persons Complete Part II of Sched | ule L | | 0 | 22 | |
| | 23 | Secured mortgages and notes payable to unrel | ated th | ırd parties | 0 | 23 | 0 |
| | 24 | Unsecured notes and loans payable to unrelate | ed third | parties | | 24 | 0 |
| | 25 | Other liabilities (including federal income tax, p | , | | | Ì | |
| | | parties, and other liabilities not included on line | s 17-24 | 1) Complete | | | |
| | | Part X of Schedule D | | | 0 | | 0 |
| | 26 | Total liabilities. Add lines 17 through 25 | | | 0 | 26 | 0 |
| | | Organizations that follow SFAS 117 (ASC 95 | 8), che | ck here ▶ 🔲 and | | | |
| Ses | | complete lines 27 through 29, and lines 33 a | nd 34. | | | | |
| anc | 27 | Unrestricted net assets | | | 0 | 27 | |
| ag | 28 | Temporarily restricted net assets | | | _0 | 28 | |
| ᅙ | 29 | Permanently restricted net assets | | | 0 | 29 | |
| į | | Organizations that do not follow SFAS 117 (ASC958) | check | here ► X and | | | |
| 7 | | complete lines 30 through 34. | , 0110010 | nore P [7] and | | | |
| ध | 30 | Capital stock or trust principal, or current funds | | | | 30 | ~ |
| Se | 30 31 | Paid-in or capital surplus, or land, building, or e | | ent fund | 1,639,200 | | 799,242 |
| As | 32 | Retained earnings, endowment, accumulated in | | | 1,322,737 | | 2,478,736 |
| Net Assets or Fund Balances | 33 | Total net assets or fund balances | noonie, | , or other fulled | 2,961,937 | | 3,277,978 |
| _ | 34 | Total liabilities and net assets/fund balances | | | 2,961,937 | | 3,277,978 |
| | . • • | Total habilities and Tiet assets/faria balarious | | | _, | | |

| Form 9: | 90 (2017) INDUSTRIAL DEVELOPMENT CORPORATION OF SANFORD | <u> </u> | 1-00 134 | | rage | <u> 12</u> |
|---------|----------------------------------------------------------------------------------------------------------------|----------|----------|------|-------------|-------------|
| Part | XI Reconciliation of Net Assets | | | | _ | _ |
| | Check if Schedule O contains a response or note to any line in this Part XI. | | | _• | <u>[</u> | <u></u> |
| | Total revenue (must equal Part VIII, column (A), line 12) | 1 | | | 81, | ,332 |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | | | 34 | ,405 |
| 3 | Revenue less expenses Subtract line 2 from line 1 | 3 | | | _46 | ,927 |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | | | <u>,961</u> | <u>,937</u> |
| 5 | Net unrealized gains (losses) on investments | 5 | | | 269 | ,114 |
| 6 | Donated services and use of facilities | 6 | | | | |
| 7 | Investment expenses | 7 | | | | |
| 8 | Prior period adjustments | 8 | | | | |
| 9 | Other changes in net assets or fund balances (explain in Schedule O) | 9 | | | | |
| 10 | Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, | l i | | | | |
| | column (B)) . | 10_ | | : | 3,277 | <u>,978</u> |
| Part | · · · · · · · · · · · · · · · · · · · | | | | | _ |
| | Check if Schedule O contains a response or note to any line in this Part XII | • | | | | <u>_</u> |
| | | | _ | | Yes | No |
| 1 | Accounting method used to prepare the Form 990 X Cash Accrual Other | | | | | |
| | If the organization changed its method of accounting from a prior year or checked "Other," explain in | | | | | |
| | Schedule O | | 1 | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? | | _ | 2a | | <u> </u> |
| | If "Yes," check a box below to indicate whether the financial statements for the year were compiled or | | | l | | |
| | reviewed on a separate basis, consolidated basis, or both | | | ŀ | | |
| | Separate basis Consolidated basis Both consolidated and separate basis | | ĺ | Ì | _ | _ |
| b | Were the organization's financial statements audited by an independent accountant? | | | 2b | | _X_ |
| | If "Yes," check a box below to indicate whether the financial statements for the year were audited on a | | | | | |
| | separate basis, consolidated basis, or both | | | | | |
| | Separate basis Consolidated basis Both consolidated and separate basis | | | | | |
| c | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of | : | | | | İ |
| _ | the audit, review, or compilation of its financial statements and selection of an independent accountant? | | | 2c | | ĺ |
| | If the organization changed either its oversight process or selection process during the tax year, explain in | | | | | |
| | Schedule O | | | | | |
| 3a | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in | | | | | ĺ |
| | the Single Audit Act and OMB Circular A-133? | | 1 | 3a | | x |
| b | If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the | | Γ | | | |
| | required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits | | | 3b | | |
| | | | | Form | 990 | (2017) |

SCHEDULE D (Form 990)

Supplemental Financial Statements

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

Open to Public Inspection

Department of the Treasury Internal Revenue Service

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

| Name o | of the organization | | | Employer identification number | | | | |
|--------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|-----------------|------------------------------------------|--|--|--|--|
| INDU: | STRIAL DEVELOPMENT CORPORATION OF | SANFORD | | 01-6019454 | | | | |
| Part | | Advised Funds or Other S | Similar Fu | nds or Accounts. | | | | |
| | Complete if the organization answere | | | | | | | |
| | | (a) Donor advised funds | | (b) Funds and other accounts | | | | |
| 1 | Total number at end of year | | | | | | | |
| 2 | Aggregate value of contributions to (during year) | | | | | | | |
| 3 | Aggregate value of grants from (during year) | | | | | | | |
| 4 | Aggregate value at end of year | | | | | | | |
| 5 | Did the organization inform all donors and don | or advisors in writing that the a | ssets held i | n donor advised | | | | |
| | funds are the organization's property, subject t | | | | | | | |
| 6 | Did the organization inform all grantees, donor | rs, and donor advisors in writin | g that grant | funds can be | | | | |
| | used only for charitable purposes and not for t | he benefit of the donor or dono | or advisor, o | r for any other | | | | |
| | purpose conferring impermissible private bene | efit? | | Yes No | | | | |
| Part | II Conservation Easements. | | | | | | | |
| | Complete if the organization answer | ed "Yes" on Form 990, Par | t IV, line 7 | | | | | |
| 1 | Purpose(s) of conservation easements held by | the organization (check a <u>ll th</u> a | at apply) | | | | | |
| | Preservation of land for public use (e g , re | ecreation or education) | Preservation | on of a historically important land area | | | | |
| | Protection of natural habitat | | Preservation | on of a certified historic structure | | | | |
| | Preservation of open space | | | | | | | |
| 2 | Complete lines 2a through 2d if the organization | on held a qualified conservation | n contributio | in in the form of a conservation | | | | |
| _ | easement on the last day of the tax year | on held a qualified conservation | ii ooninbaa | Held at the End of the Tax Year | | | | |
| а | Total number of conservation easements | | | 2a | | | | |
| b | Total acreage restricted by conservation easer | ments | | 2b | | | | |
| c | Number of conservation easements on a certif | | ın (a) | 2c | | | | |
| d | Number of conservation easements included i | | | | | | | |
| | historic structure listed in the National Registe | | | 2d | | | | |
| 3 | Number of conservation easements modified, | transferred, released, extinguis | shed, or terr | minated by the organization during | | | | |
| | the tax year ▶ | | | | | | | |
| 4 | Number of states where property subject to co | onservation easement is locate | d ▶ | | | | | |
| 5 | Does the organization have a written policy re- | garding the periodic monitoring | g, inspection | , handling of | | | | |
| | violations, and enforcement of the conservation | | | Yes No | | | | |
| 6 | Staff and volunteer hours devoted to monitoring, in | ispecting, handling of violations, a | ind enforcing | conservation easements during the year | | | | |
| | | | | | | | | |
| 7 | Amount of expenses incurred in monitoring, inspec | cting, handling of violations, and e | nforcing cons | servation easements during the year | | | | |
| _ | | - 1 0(I) - 1 1 - 5 - 4 | | - (t 470//- \/ 4\/ (D\/) | | | | |
| 8 | Does each conservation easement reported o | n line 2(d) above satisfy the re | quirements | | | | | |
| • | and section 170(h)(4)(B)(II)? | | | Yes No | | | | |
| 9 | In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes | | | | | | | |
| | the organization's accounting for conservation | - | lization's line | ancial statements that describes | | | | |
| Dan | Organizations Maintaining Collect | | 2201100 0 | r Other Similar Assets | | | | |
| rail | Complete if the organization answer | | | Other Sillinal Assets. | | | | |
| 1a | If the organization elected, as permitted under | | | evenue statement and halance sheet | | | | |
| | works of art, historical treasures, or other similar | • | • | | | | | |
| | of public service, provide, in Part XIII, the text | | | | | | | |
| b | If the organization elected, as permitted under | | | | | | | |
| 5 | works of art, historical treasures, or other simi | | | | | | | |
| | of public service, provide the following amount | | or, cauca | asing of recognist in teleprotection | | | | |
| | (i) Revenue included on Form 990, Part VIII, | _ | | ▶ \$ | | | | |
| | (ii) Assets included in Form 990, Part X | | | ► \$ | | | | |
| 2 | If the organization received or held works of a | rt historical treasures or other | sımılar ace | ets for financial gain, provide the | | | | |
| 7 - | following amounts required to be reported und | | | | | | | |
| _ | Revenue included on Form 990, Part VIII, line | · | ig to these i | | | | | |
| a h | Assets included in Form 990, Part X | ÷ 1 | | > \$ | | | | |

| Schedu | ule D (Form 990) 2017 INDUSTRIAL DEVELO | DPMENT CORPO | ORATION | OF SANF | ORD | | 01-601 | 9454 | F | Page 2 |
|------------------|------------------------------------------------------------------------------------------|--------------------------------------------------|---------------|--------------|-------------------------------------------|------------|--------------------|------------------|-------------|----------|
| Part | III Organizations Maintaining Col | lections of Ar | t, Histor | ical Trea | sures, or C | Other Si | milar Asset | s (contu | nued) | |
| .3 | Using the organization's acquisition, acce | | | | | | | | | |
| | collection items (check all that apply) | | | | | | | | | |
| а | Public exhibition | | d 📙 | Loan | or exchange p | rograms | | | | |
| b | Scholarly research | | е 🔛 | Other | | | | | | |
| С | Preservation for future generations | | | | | | | | | |
| 4 | Provide a description of the organization's XIII | s collections and | explain ho | ow they fu | rther the orga | anızatıon' | s exempt purp | ose in Pa | ırt | |
| 5 | During the year, did the organization solid assets to be sold to raise funds rather that | | | | | | | Ye | s 🔲 | No |
| Part | Complete if the organization and 990, Part X, line 21 | | n Form 9 | 90, Part | IV, line 9, o | r reporte | ed an amoun | t on For | m | |
| 1a | Is the organization an agent, trustee, cust | todian or other in | termedian | y for contr | ibutions or ot | her asset | ts not | | | |
| | included on Form 990, Part X? | | | - | | | | Ye | es 🔙 | No |
| b | If "Yes," explain the arrangement in Part | KIII and complete | the follov | ving table | | | , <u>.</u> | | | |
| | | | | | | | | Amount | | |
| C | Beginning balance . | | | | | 1c 1d | | | | 0 |
| d | Additions during the year Distributions during the year | | | | | 1e | | | | |
| e f | Ending balance | | | | | 1f | | | | |
| 2a | Did the organization include an amount o | n Form 990 Par | t Y line 21 | 1 for econ | ow or custodi | | nt liability2 | □ v _e | s X | No |
| b | If "Yes," explain the arrangement in Part | | | | | | | □ '` | | |
| Part | | CIII CHECK HEIE | ii tile expir | anation ne | 33 Deen provi | aca on i | art Am | | | <u> </u> |
| rari | Complete if the organization ans | wered "Yes" o | n Form C | 90 Part | IV line 10 | | | | | |
| _ | Complete if the organization and | (a) Current year | (b) Pric | | (c) Two years | back (c | 1) Three years bac | k (e) Fo | our years | back |
| la | Beginning of year balance | 0 | (-/: | 0 | (-, -, -, -, -, -, -, -, -, -, -, -, -, - | 0 | · · · · · · | 0 | | 0 |
| b | Contributions . | | | | | | | | | |
| С | Net investment earnings, gains, | | - | | | | | | | |
| | and losses . | | | | | | | | | |
| d | Grants or scholarships | | | | | | | | | |
| е | Other expenditures for facilities | | | | | | | | | |
| | and programs | | | | | | | | | |
| f | Administrative expenses | | | | | | | _ | | |
| g | End of year balance | 0 | | 0 | l. | 0 | | 0 | | 0 |
| 2 | Provide the estimated percentage of the | current year end | | line 1g, co | olumn (a)) nei | o as | | | | |
| a | Board designated or quasi-endowment Permanent endowment | | <u>%</u> | | | | | | | |
| b c | Temporarily restricted endowment | <u>%</u> % | | | | | | | | |
| C | The percentages on lines 2a, 2b, and 2c | | 1% | | | | | | | |
| 3a | Are there endowment funds not in the po | | | on that are | held and adı | ministere | d for the | | | |
| | organization by | | | | | | | | Yes | No |
| | (i) unrelated organizations | | | | | | | 3a(i) | | |
| | (ii) related organizations | | | | | | | 3a(ii) | | |
| b | If "Yes" on line 3a(ii), are the related orga | inizations listed a | as required | d on Sche | dule R? | | | 3b | l | l |
| 4 | Describe in Part XIII the intended uses of | | n's endowr | ment fund | S | | | | | |
| Pari | VI Land, Buildings, and Equipme Complete if the organization and | | n Form 9 | 990, Part | : IV, line 11a | See Fo | orm 990, Par | t X, line | 10 | |
| | Description of property | (a) Cost or o | | | ost or other | | ccumulated | | ook valu | ie |
| | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~ | (investr | nent) | bas | ıs (other) | der | oreciation | - | | |
| 1a | Land . | | 0 | | 799,242 | | | | 79 | 99,242 |
| b | Buildings | | 0 | | 0 | | 0 | | | 0 |
| S | Leasehold improvements | | 0 | | 0 | | 0 | | | 0 |
| d | Equipment Other | | 0 | | 0 | | 0 | | | 0 0 |
| <u>e</u> Tota | Other I. Add lines 1a through 1e (Column (d) mu | I st equal Form 99 | <u> </u> | | | | ▶ | | 79 | 99,242 |

| chedule D (Fort | n 990) 2017 | INDUSTRIAL DEVELOPMENT C | ORPORATION OF SA | ANFORD | 01-6019454 | Page 3 |
|-----------------|-------------|---------------------------------|--------------------|-------------------|---------------------------|-----------|
| Part VII | Investm | nents—Other Securities. | | | | - |
| | Complet | te if the organization answered | "Yes" on Form 990, | Part IV, line 11b | See Form 990, Part X, lin | <u>12</u> |

| Complete if the organization answe | red "Yes" on Form 990 |), Part IV, line 11b See Form | 990, Part X, line 12 |
|----------------------------------------------------------------------------------------------------------------------------------|---------------------------------|-------------------------------------------|----------------------|
| (a) Description of security or category (including name of security) | (b) Book value | (с) Method of va Cost or end-of-year п | luation |
| (1) Financial derivatives | 0 | | |
| (2) Closely-held equity interests | .0 | | |
| (3) Other | | | |
| (A) | | - | <u> </u> |
| (B) | | | |
| (C) | | | |
| (D) | | | |
| (E) | | | |
| (F)(G) | | | |
| (H) | | | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 12) ▶ | 0 | | |
| Part VIII Investments—Program Related. | | | 1_11111 |
| Complete if the organization answer | ered "Yes" on Form 990 |), Part IV, line 11c See Form | 990, Part X, line 13 |
| (a) Description of investment | (b) Book value | (c) Method of va Cost or end-of-year r | luation |
| (1) | | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| (7) | | | ···· |
| (8) | | | |
| (9) | 0 | | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 13) ▶ Part IX Other Assets. Complete if the organization answer | ered "Yes" on Form 990 | | |
| | escription | | (b) Book value |
| <u>(1)</u> (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| (8) | | | |
| (9) | | | |
| Total. (Column (b) must equal Form 990, Part X, col (B) lin | ne 15) | > | C |
| Part X Other Liabilities. Complete if the organization answer line 25 | ered "Yes" on Form 990 | 0, Part IV, line 11e or 11f See | e Form 990, Part X, |
| 1. (a) Description of liability | (b) Book value | | |
| (1) Federal income taxes | 0 | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | 1 | |
| (7) | | - | |
| (8) | | - | |
| (9) | | - | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 25) | O tout of the features to the | | and remorts the |
| 2. Liability for uncertain tax positions. In Part XIII, provide th | e lext of the foothole to the (| organization's financial statements th | iat reports the |

| Schedule D (For | | INDUSTRIAL DEVELOPMENT CORPORATION OF SANFORD | 01-6019454 | Page 5 |
|----------------------|--------------|-----------------------------------------------|------------|-----------------------------------------|
| Part XIII | Supplei | mental Information (continued) | | |
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SCHEDULE (Form 990) Department of the Treasury Internal Revenue Service Name of the organization

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

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

▶ Attach to Form 990.

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| o to www | |
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Employer identification number

01-6019454

| NDO | INDUSTRIAL DEVELOPMENT CORPORATION OF SANFORD |
|-----|------------------------------------------------------------------------------------------------------------------------------|
| Par | General Information on Grants and Assistance |
| 1 | Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for |

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

the selection criteria used to award the grants or assistance?

ž X Yes or the grants or assistance, and

Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000 Part II can be duplicated if additional space is needed.

| | 330, I ait IV, mic £1, tot any tecipient that tech | distriction of | וכווו הומו וכככואכת | ממשמים שונים המיסף ו מונים ממונים מחלים מיסיים | מולחה כמ נוסס וו זוס | מנכם זו מממונוסוזמו כאם | | |
|------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|----------------------------------|------------------------------------------------|---------------------------------------|-------------------------------------------------------------|---------------------------------------|------------------------------------|
| - | 1 (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of noncash assistance | (h) Purpose of grant or assistance |
| 919 | (1) City of Sanford 919 Main Street Sanford, ME 04073 | | | 20,000 | | | | Fund SREGC |
| (3) | | | | Ē | | | | |
| <u>@</u> | | | | | | | | |
| € | | | | | | | | |
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| (10) | | | | | | | | |
| (E) | | | | | | | | |
| (12) | | | | | | | | |
| 10 K | Enter total number of section 501(c)(3) and government organizations listed in the line 1 table Enter total number of other organizations listed in the line 1 table | 501(c)(3) and g | jovernment organize | ations listed in the line 1 | table | | A A | |
| <u>,</u> | ١ | ממוויים וויים | 2000 | | | | | |

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

Schedule I (Form 990) (2017)

Page 2

INDUSTRIAL DEVELOPMENT CORPORATION OF SANFORD

Schedule I (Form 990) (2017)

Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22 Part III can be duplicated if additional space is needed

| | (f) Description of noncash assistance | | | | | | | | tional information | | | | | | |
|---|-------------------------------------------------------|-----------|---|---|---|---|---|---|------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------|---|--|--|---|---------------------------------------------------------------------------------------------|
| | (e) Method of valuation (book, FMV, appraisal, other) | | | | | | | | (b), and any other addit | | | | | | ; ; ; ; ; ; ; ; ; ; ; ; ; ; ; ; ; ; ; |
| | (d) Amount of noncash assistance | | | | | | | | 2, Part III, column | | | | | | |
| | (c) Amount of cash grant | 20,000 | | | | | | | quired in Part I, line | | | | | | , , , , , , , , , , , , , , , , , , , |
| | (b) Number of recipients | - | | | | | | | the information re |) 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 1 | | | 1 | 1 |
| 3 | (a) Type of grant or assistance | | | | | | | | Supplemental Information. Provide the information required in Part I, line 2, Part III, column (b), and any other additional information | | | | | |))))))))))))))))))) |
| | | Cash 1 | 8 | 3 | 4 | 5 | 9 | 7 | Part IV | ; ; ; ; ; ; ; ; ; ; ; | | | | | |

SCHEDULE O (Form 990 or 990-EZ)

Supplemental Information to Form 990 or 990-EZ

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

Attach to Form 990 or 990-EZ.

OMB No 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service

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

Employer identification number Name of the organization 01-6019454 INDUSTRIAL DEVELOPMENT CORPORATION OF SANFORD Form 990, Part VI, Line 16b The prepared Form 990 is reviewed by the Treasurer and signed by the President before being filed with the IRS. The Board is provided copies of the filed Form 990 Form 990, Part VII, Line 19 All corporate doucments are available upon request from the Treasurer at the corporations business address of 917 Main Street, Suite B, Sanford, ME 04073 Form 990, Part IX, Line 1 Grant to the City of Sanford to partially fund the Sanford Regional Economic Growth Council The SREGC markets the City and tries to attract new business to the Sanford Business Park owned by filer

| Name of the organization | Employer identification number |
|--------------------------|--------------------------------|
| | 01-6019454 |
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Schedule O (Form 990 or 990-EZ) (2017)