efile GRAPHIC print - DO NOT PROCESS As Filed Data -DLN: 93493133037329 OMB No 1545-0047 Return of Organization Exempt From Income Tax Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Department of the Treasur Internal Revenue Service

Firm's name

Firm's address

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

For Paperwork Reduction Act Notice, see the separate instructions.

**Preparer** 

Use Only

☐ Address change

☐ Amended return ☐ Application pending

Tax-exempt status

Activities & Governance

☐ Name change

☐ Initial return ☐ Final return/terminated

Do not enter social security numbers on this form as it may be made public Open to Public ▶ Information about Form 990 and its instructions is at www IRS gov/form990 Inspection For the 2017 calendar year, or tax year beginning 07-01-2017 , and ending 06-30-2018 C Name of organization THE DULUTH CLINIC LTD D Employer identification number 41-0883623 Doing business as E Telephone number Number and street (or P O box if mail is not delivered to street address) (218) 786-8364 City or town, state or province, country, and ZIP or foreign postal code G Gross receipts \$ 132,590,983 F Name and address of principal officer H(a) Is this a group return for DANIEL NIKCEVICH MD ☐Yes ☑No subordinates? 502 E 2ND ST H(b) Are all subordinates DULUTH, MN 55805 ☐ Yes ☐No included? 4947(a)(1) or If "No," attach a list (see instructions) **H(c)** Group exemption number ▶ Website: ► WWW ESSENTIAHEALTH ORG L Year of formation 1964 M State of legal domicile Summary 1 Briefly describe the organization's mission or most significant activities WE ARE CALLED TO MAKE A HEALTHY DIFFERENCE IN PEOPLE'S LIVES Check this box 🕨 🗌 if the organization discontinued its operations or disposed of more than 25% of its net assets Number of voting members of the governing body (Part VI, line 1a) . . . 3 Number of independent voting members of the governing body (Part VI, line 1b) 1,008 Total number of individuals employed in calendar year 2017 (Part V, line 2a) 5 Total number of volunteers (estimate if necessary) . . . 6 7a Total unrelated business revenue from Part VIII, column (C), line 12 . 7a 1,277,819 **7**b **b** Net unrelated business taxable income from Form 990-T, line 34 **Prior Year Current Year** 8 Contributions and grants (Part VIII, line 1h) . 579,087 242,706 **9** Program service revenue (Part VIII, line 2g) . . . 120,072,258 121,995,080 -385,240 -715,764 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d ) . . 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) 2,142,313 2,331,997 122,408,418 123,854,019 12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) 194 64,157,281 55,749,859

Grants and similar amounts paid (Part IX, column (A), lines 1–3) . . . 14 Benefits paid to or for members (Part IX, column (A), line 4) . . . 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) 16a Professional fundraising fees (Part IX, column (A), line 11e) . **b** Total fundraising expenses (Part IX, column (D), line 25) ▶0 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) . . . 95,368,275 91,993,843 159,525,750 147,743,702 18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25) -23,889,683 19 Revenue less expenses Subtract line 18 from line 12 . -37,117,332 Net Assets or Fund Balances **Beginning of Current Year End of Year** 378,886,940 20 Total assets (Part X, line 16) . 379,575,121 879,440,087 21 Total liabilities (Part X, line 26) . 859,322,757 -479,747,636 -500,553,147 22 Net assets or fund balances Subtract line 21 from line 20 . Part III 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 2019-05-13 Signature of officer Sign Here KEVIN BOREN VICE PRESIDENT, FINANCE Type or print name and title Print/Type preparer's name Preparer's signature Date PTIN Check  $\square$  if Paid self-employed

Firm's EIN ▶

☐ Yes ☐ No

Form **990** (2017)

Phone no

Cat No 11282Y

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Par	t IIII Statement	of Program Servi	ce Accomplis	hments		
	Check If Sche	dule O contains a resp	onse or note to	any line in this Part III		🗹
1	Briefly describe the o	organization's mission				
WE A	RE CALLED TO MAKE	A HEALTHY DIFFEREN	CE IN PEOPLE'S	LIVES		
2	<del>-</del>			vices during the year wh		
						☐ Yes ☑ No
	•	ese new services on Sc				
3	-	<b>-</b> ,	-	changes in how it condu	cts, any program	
	services?	🗌 Yes 🗹 No				
	If "Yes," describe the	ese changes on Schedu	ıle O			
4	Section 501(c)(3) an		ons are required	to report the amount of	largest program services, as meas f grants and allocations to others,	
4a	(Code	) (Expenses \$	126,376,488	including grants of \$	) (Revenue \$	123,332,966 )
	See Additional Data					
4b	(Code	) (Expenses \$		including grants of \$	) (Revenue \$	)
	-					
4c	(Code	) (Expenses \$		including grants of \$	) (Revenue \$	)
	-					
4d	Other program servi	ces (Describe in Sched	lule O )			
	(Expenses \$	•	luding grants of	\$	) (Revenue \$	)
4e	Total program serv	vice expenses ▶	126,376,4	·88		
						Form <b>990</b> (2017)

**Checklist of Required Schedules** 

Page 3

Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year?

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 🛸 . . . Did the organization maintain collections of works of art, historical treasures, or other similar assets?

assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII 🛸 . . . . . . . . . . .

Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation

Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments,

c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its

d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported

Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D. Part X 🕏

Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses

the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X 🛸

If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional 🕏

Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any

Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to

Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX,

Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII,

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

b Was the organization included in consolidated, independent audited financial statements for the tax year?

b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments

valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV . . . . . . . . . . . . .

Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E

14a Did the organization maintain an office, employees, or agents outside of the United States? . . .

column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions) . . . .

complete Schedule G, Part III

foreign organization? If "Yes," complete Schedule F, Parts II and IV . . . . . .

or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV . . . .

Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total

permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V 🕏 . . . . . . . If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, VIII, IX,

a Did the organization report an amount for land, buildings, and equipment in Part X, line 10?

12a Did the organization obtain separate, independent audited financial statements for the tax year?  Yes

5 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right 6 7

4

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11a

11b

11c

11d

11e

11f

12a

12b

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14a

14b

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Nο No Nο Nο

Yes

Yes

Yes

Yes

Nο

Nο

No

Nο

Nο

Nο

Nο

Nο

Nο

Nο

Νo

Nο

No

Nο

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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? to provide advice on the distribution or investment of amounts in such funds or accounts?

or X as applicable

Form 990 (2017)							
Par	t IV Checklist of Required Schedules (continued)						
			Yes	No			
20a	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		No			
b	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		No			
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		No			
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? <i>If "Yes," complete Schedule J</i>	23	Yes				
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	Yes				
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		No			
С	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		No			
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		No			
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? <i>If "Yes," complete Schedule L, Part I</i>	25a		No			
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 990-EZ?  If "Yes," complete Schedule L, Part I	25b		No			

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28a

28b

28c

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35a

35b

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Yes

Yes

Yes

Yes

Yes

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Νo

No

Νo

Nο

Nο

Nο

Nο

Nο

No

Νo

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?

Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial

b A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part

c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an

Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation

Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections

Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and

Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I .

within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 . . . \*\*

Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related

is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI 🛸

b If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity

Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 197 Note.

contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member

a A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L,

Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets?

35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?

instructions for applicable filing thresholds, conditions, and exceptions)

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Par	t V Statements Regarding Other IRS Filings and Tax Compliance			
	Check if Schedule O contains a response or note to any line in this Part V	•		<u> </u>
1.	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable   1a   0		Yes	No
	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable 1a 0  Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable 1b 0			
	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		
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			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	Yes	
_	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)		.,	
	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a 3b	Yes Yes	
	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O	3D	res	
70	financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		No
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)			
	See instructions for mining requirements for Fince N Form 114, Report of Foreign Bank and Financial Accounts (FBAK)			
	When the average when a wardy to a wardy had bey abolitor transport on at any time advisor of the tay year?	5a		No
	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?			No
		5b		NO
С	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		No
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).			
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		No
	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 required to file Form 8282?	<b>7</b> c		No
d	If "Yes," indicate the number of Forms 8282 filed during the year			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		No
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		No
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
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		
9a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	Section 501(c)(7) organizations. Enter			
	Initiation fees and capital contributions included on Part VIII, line 12   10a			
	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b			
11	Section 501(c)(12) organizations. Enter			
а	Gross income from members or shareholders			
b	Gross income from other sources (Do not net amounts due or paid to other sources 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.			
а	Is the organization licensed to issue qualified health plans in more than one state? <b>Note.</b> See the instructions for additional information the organization must report on Schedule O	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans			
	Enter the amount of reserves on hand			
	Did the organization receive any payments for indoor tanning services during the tax year?	14a		No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	14b		
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Par	8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O See instructions	·		
Se	Check if Schedule O contains a response or note to any line in this Part VI	• •		<u> </u>
<b>1</b> a	Enter the number of voting members of the governing body at the end of the tax year 1a 3		Yes	No
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O	,		
b	Enter the number of voting members included in line 1a, above, who are independent  1b 2			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
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 person? •	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets? .	5		No
6	Did the organization have members or stockholders?	6	Yes	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	Yes	
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	Yes	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
а	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b		No
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No
Se	ction B. Policies (This Section B requests information about policies not required by the Internal Revenu	e Code	e.)	
			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
С	Did the organization regularly and consistently monitor and enforce compliance with the policy? <i>If "Yes," describe in Schedule O how this was done</i>	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
а	The organization's CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b	Yes	
	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 arrangement with a taxable entity during the year?	16a	Yes	
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt			
	status with respect to such arrangements?	16b	Yes	
	ction C. Disclosure			
17	List the States with which a copy of this Form 990 is required to be filed►  MN			
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply			
	Own website Another's website Upon request Other (explain in Schedule O)			
19	Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and 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 books and records • KEVIN BOREN 502 E 2ND ST DULUTH, MN 55805 (218) 786-8364			- (2017)

orm 990 (2	017)										Page <b>7</b>
Part VII	Compensation of Officer and Independent Contra		Truste	es,	Key	En	ıploy	ees	, Highest Comp	ensated Employ	rees,
	Check if Schedule O contains a	response or no	te to an	y line	ın t	his	Part V	Ι.			<u> </u>
Section	A. Officers, Directors, Tru	stees, Key E	mploy	ees	, an	d H	lighe	st C	Compensated En	nployees	
ear	e this table for all persons require										-
of compensa	of the organization's <b>current</b> off tion Enter -0- in columns (D), (	E), and (F) if no	compe	nsatı	on v	vas į	paid			-	
	of the organization's <b>current</b> key		•								
vho received organization	organization's five <b>current</b> high d reportable compensation (Box and any related organizations	5 of Form W-2	and/or E	Зох 7	of F	orm	1099	-MIS	SC) of more than \$1	00,000 from the	
of reportable	of the organization's <b>former</b> office compensation from the organiz	ation and any r	elated o	rganı	zatı	ons	-				
List all operation	of the organization's <b>former dire</b> , more than \$10,000 of reportab	ectors or trust le compensation	<b>ees</b> that n from t	t rece the or	gan	l, ın ızatı	the ca	paci any	ty as a former direc v related organization	tor or trustee of the ons	9
	in the following order individua d employees, and former such p		ectors, i	ınstıtı	utior	nal t	rustee	s, of	ficers, key employe	es, highest	
☐ Check t	his box if neither the organizatio	n nor any relate	ed orgar	nizatio	on c	omp	ensate	d ar	ny current officer, di	rector, or trustee	
	<b>(A)</b> Name and Title	(B) Average hours per week (list any hours for related	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-	(F) Estimated amount of other compensation from the organization and
		organizations below dotted line)	Individual trustee or director	Institutional Trustee	Officer	key employee	Highest compensated employee	Former		MISC)	related organizations
See Additiona	al Data Table										

(B) (D) (F) (A) (C) (E) Name and Title Average Position (do not check more Reportable Reportable Estimated hours per than one box, unless person compensation compensation amount of other week (list is both an officer and a from the from related compensation any hours director/trustee) organization (Worganizations (Wfrom the for related 2/1099-MISC) 2/1099-MISC) organization and Individual trustee or director Highest compensated employee related organizations Institutional Trustee below dotted organizations employee line) See Additional Data Table  $\blacktriangleright$ c Total from continuation sheets to Part VII, Section A . ▶ 9.300,615 6,832,232 1,736,134 d Total (add lines 1b and 1c) . • 2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ▶ 589 Yes No 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual. 3 Yes For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such ındıvıdual . 4 Yes Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for 5 services rendered to the organization?If "Yes," complete Schedule I for such person . . . 5 Nο Section B. Independent Contractors Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year (B) (C) (A) Description of services Name and business address Compensation

Form 990 (2017)

orm 99		I Statement of					D						Page 9
		Check If Schedul	le O contains a r	esponse	e or note to any	(A) Total rev		Rela exe fun	B) ted or empt ction	Unre bus	C) elated siness enue	exclu tax un	(D) evenue uded from der sections
	1a	Federated campaig	ns :	la				rev	enue			5	12-514
nts Ints	ь	b Membership dues   1b											
673 701	c	: Fundraising events	:	Lc									
	d	I Related organizatio	ons 1	ld	17,135								
<u>≣</u> 5	e	Government grants (co	ontributions)	le	225,571								
tions, er Sim	f	All other contributions and similar amounts in above	ot included	Lf									
Contributions, Giffs, Grants and Other Similar Amounts	g Noncash contributions included in lines 1a-1f \$												
g č	h	Total.Add lines 1a-1	lf		. •	24:	2,706						
<u>a</u>	_				Business	Code							
મ.	2a	OUTPATIENT REVENUES	5			621110	119,11	14,903	118,710	),844	404,	059	
á	b	ASHLAND CANCER CEN	TER INVESTMENT			900099	· ·	58,138	3,068	3,138			
JC e	С	SPOONER HEALTH SYST	FEM INVESTMENT			900099	-18	37,961	-187	7,961		_	
<u>Ş</u>	d											-	
٣	e							+				-	
Program Service Revenue	f	All other program se	rvice revenue		121.0	95,080							
ځ	g٦	<b>Fotal.</b> Add lines 2a-2	f	<b>&gt;</b>	121,9	95,000							
		nvestment income (i			rest, and other		360,867				2,250		358,61
		imilar amounts) . Income from investm	ent of tay-eyemi		nroceeds •								
		Royalties				<u> </u>							
		,	(ı) Real		(II) Personal	<u>'</u>							
	6a	Gross rents				1							
	L-	Less rental expenses				-							
	D	Less Territal expenses											
	c	Rental income or (loss)				1							
	d	•	r (loss)			<u> </u>							
	u	Net rental income o	(i) Securities		(II) Other	-							
	7a	Gross amount	(i) Securities	<u>'</u>	(II) Other	-							
		from sales of assets other	1,758	010	20,000								
		than inventory											
	b	Less cost or other basis and	1,718	781	1,135,860								
	_	sales expenses		229	-1,115,860								
		Gain or (loss)  Net gain or (loss)		223		Ţ	-1,076,631						-1,076,63
		Gross income from f		s $\Box$	<u> </u>	l ]							
Other Revenue			of ed on line 1c)	a									
ے ا		Less direct expense		Б—		1							
-		Net income or (loss)		event:	5 •	1							
<b>£</b>		Gross income from g											
٠ <sub> </sub>		See Part IV, line 19		a									
	ь	Less direct expense	·s	<u>_</u>		-							
		Net income or (loss)				J							
j:	L0a	Gross sales of invent	tory, less		<u> </u>	1							
		returns and allowand	ces		6 677 020								
	h	Loss soot of goods o	a a l d	a b	6,677,929 5,882,323	-							
		Less cost of goods s				]	795,606				795,606		
ŀ	-	Net income or (loss) Miscellaneous			Business Code		,						
	11:	aASHLAND CARE CE			541900	-	1,337,886		1,337,886				
	b	PARKING REVENUE			812930		197,944				75,904		122,04
	c	MEDICAL RECORDS			900099		561						56
		All add											
		All other revenue . Total. Add lines 11a			. •								
		Total revenue. See					1,536,391						
						12	3,854,019		122,928,907		1,277,819		-595,41.

Fori	m 990 (2017)				Page <b>10</b>
	art IX Statement of Functional Expenses tion 501(c)(3) and 501(c)(4) organizations must complete all co	olumns All other orga	anızatıons must comp	elete column (A)	
	Check if Schedule O contains a response or note to any	line in this Part IX			🗹
	not include amounts reported on lines 6b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraisingexpenses
1	Grants and other assistance to domestic organizations and domestic governments See Part IV, line 21				
2	Grants and other assistance to domestic individuals See Part IV, line 22				
	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees				
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	144,748	144,748		
7	Other salaries and wages	45,941,057	43,941,610	1,999,447	
8	Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions)	2,306,481	1,986,826	319,655	
9	Other employee benefits	4,958,192	4,067,489	890,703	
10	Payroll taxes	2,399,381	2,280,072	119,309	
11	Fees for services (non-employees)				
;	a Management				
I	<b>b</b> Legal	10,631		10,631	
	c Accounting				
	d Lobbying	1,525		1,525	
	e Professional fundraising services See Part IV, line 17				
1	f Investment management fees	10,195		10,195	
,	g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	4,185,969	4,141,343	44,626	
12	Advertising and promotion	30,775	25,775	5,000	
13	Office expenses	1,366,899	1,250,157	116,742	
14	Information technology	139,733	133,652	6,081	
15	Royalties				
16	Occupancy	4,248,095	4,063,209	184,886	
17	Travel	2,180,364	2,173,449	6,915	
18	Payments of travel or entertainment expenses for any federal, state, or local public officials •				
19	Conferences, conventions, and meetings	30,457	25,614	4,843	
20	Interest	8,304,764	8,304,764		
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	7,213,027	6,899,102	313,925	
23	Insurance	2,410,426	2,398,548	11,878	
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 )				
	a UNRELATED BUSINESS TAXE	25		25	
	b MEDICAL SUPPLIES	44,542,463	44,542,463		
	c AFFILIATE SUPPORT FEE	15,424,345	4,679,255	10,745,090	
	d BAD DEBT EXPENSE	635,069	635,069		

1,259,081

147,743,702

-5,316,657

126,376,488

6,575,738

21,367,214

0

Form **990** (2017)

e All other expenses

25 Total functional expenses. Add lines 1 through 24e

**26 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 ▶ ☐ If following SOP 98-2 (ASC 958-720)

11

20

21

Liabilities 22

Fund Balances

Assets or 30

Net

27

28

29

31

32

33

34

103,277,643

192.714

1,656,973

4.845.450

249,797,717

379,575,121

32,906,223

133,359,420

66.676.640

626.380.158

859,322,757

-479.747.636

-479,747,636

379.575.121

316 19

10c

11

12

13

14

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17

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21

22

23

24

25

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29

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31

32

33

34

Page **11** 

19,955

95,387,810

195.288

3,249,368

4.940.318

256.595.636

378.886.940

34,780,626

3,730,441

133,464,994

63.610.838

643.853.188

879,440,087

-500.553.147

-500,553,147

378.886.940

Form **990** (2017)

# Check if Schedule O contains a response or note to any line in this Part IX

b Less accumulated depreciation

Investments—publicly traded securities .

	Beginning of year		End of year
Cash-non-interest-bearing	18,976	1	
Savings and temporary cash investments	601,556	2	

2	Savings and temporary cash investments	601,556	2	5,120
3	Pledges and grants receivable, net		3	
4	Accounts receivable, net	8,916,490	4	8,548,680
5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	

Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) 6 voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L Notes and loans receivable, net . 3.246.043

10b

Assets 2.671.062 Inventories for sale or use . 7.021.559 8 7,273,703 9 Prepaid expenses and deferred charges 10a Land, buildings, and equipment cost or other 198,083,861 basis Complete Part VI of Schedule D 10a

102.696.051

12 Investments—other securities See Part IV, line 11 . 13 Investments—program-related See Part IV, line 11 14 Intangible assets . . . . . 15 Other assets See Part IV, line 11 . 16 Total assets.Add lines 1 through 15 (must equal line 34) . . 17 Accounts payable and accrued expenses 18 Grants payable . . . 19

Deferred revenue . . . Tax-exempt bond liabilities . . . . . .

Escrow or custodial account liability Complete Part IV of Schedule D Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified

persons Complete Part II of Schedule L . Secured mortgages and notes payable to unrelated third parties

Unsecured notes and loans payable to unrelated third parties Other liabilities (including federal income tax, payables to related third parties,

23 24 25 and other liabilities not included on lines 17-24)

Complete Part X of Schedule D Total liabilities. Add lines 17 through 25 .

complete lines 27 through 29, and lines 33 and 34.

26

Permanently restricted net assets

Total net assets or fund balances

Total liabilities and net assets/fund balances

Unrestricted net assets

Organizations that do not follow SFAS 117 (ASC 958), check here 

and complete lines 30 through 34.

Capital stock or trust principal, or current funds . . . .

Paid-in or capital surplus, or land, building or equipment fund . . .

Retained earnings, endowment, accumulated income, or other funds

Temporarily restricted net assets

Organizations that follow SFAS 117 (ASC 958), check here 🕨 🗹 and

☐ Cash ☑ Accrual ☐ Other

☐ Both consolidated and separate basis

☐ Both consolidated and separate basis

Page **12** 

1.919.315

1.164.857

**~** 

No

Nο

-500,553,147

Yes

Yes

Yes

Yes

Yes Form 990 (2017)

2a

2b

2c

3a

3b

7

8

9

10

_	rotal rotalias (mass equal rat rill) column (rij) mis 22)	_	120,00 1,015
2	Total expenses (must equal Part IX, column (A), line 25)	2	147,743,702
3	Revenue less expenses Subtract line 2 from line 1	3	-23,889,683
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	-479,747,636

_	rotal expenses (muse equal rate 1x, column (x), mic 25)	_	
3	Revenue less expenses Subtract line 2 from line 1	3	
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	
5	Net unrealized gains (losses) on investments	5	

10 Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))

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

If the organization changed its method of accounting from a prior year or checked "Other," explain in

c If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?

audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits

If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a

If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis,

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 the Single

b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required

2a Were the organization's financial statements compiled or reviewed by an independent accountant?

Consolidated basis

b Were the organization's financial statements audited by an independent accountant?

Consolidated basis

Form 990 (2017)

Part XII

Schedule O

☐ Separate basis

consolidated basis, or both

Audit Act and OMB Circular A-133?

Separate basis

Donated services and use of facilities -

Other changes in net assets or fund balances (explain in Schedule O) .

**Financial Statements and Reporting** 

1 Accounting method used to prepare the Form 990

separate basis, consolidated basis, or both

Investment expenses .

Prior period adjustments .

### **Additional Data**

Software ID:

Software Version:

**EIN:** 41-0883623

Name: THE DULUTH CLINIC LTD

Form 990 (2017)

EDUCATION

#### Form 990, Part III, Line 4a:

THE DULUTH CLINIC, LTD IS CREATED & ORGANIZED EXCLUSIVELY FOR CHARITABLE, EDUCATIONAL, AND SCIENTIFIC PURPOSES TO ADVANCE THE PROMOTION OF HEALTH BY PROVIDING MEDICAL SERVICES, INCLUDING CHARITABLE CARE TO PERSONS UNABLE TO PAY THE DULUTH CLINIC, LTD EMPLOYS OVER 300 FULL TIME EQUIVALENTS THAT SUPPORT ESSENTIA HEALTH EAST'S 7 HOSPITALS AND VARIOUS CLINICS ACROSS NORTHEASTERN MINNESOTA AND NORTHWESTERN WISCONSIN OUR PHYSICIANS COVER A WIDE RANGE OF MEDICAL SPECIALTIES AND SUBSPECIALTIES THE DULUTH CLINIC, LTD OFFERS A BROAD RANGE OF OUTPATIENT SERVICES FOR ITS PATIENTS, INCLUDING FAMILY PRACTICE, INTERNAL MEDICINE, OBSTETRICS AND GYNECOLOGY, CANCER, INFUSION THERAPY, ORTHOPEDICS, DIGESTIVE HEALTH, PEDIATRICS SERVICES, WEIGHT MANAGEMENT, HEART AND VASCULAR SERVICES, LAB SERVICES, INAGING & RADIOLOGY, AND PHARMACIES THE CLINICS HAD OVER 75,000 ENCOUNTERS DURING THE FISCAL YEAR ENDED JUNE 30, 2018 DURING THE FISCAL YEAR ENDED JUNE 30, 2018, THE DULUTH CLINIC, LTD PROVIDED THE

FOLLOWING COMMUNITY BENEFITS \$984,000 IN CHARITY CARE, \$12 5 MILLION COSTS IN EXCESS OF MEDICAID PAYMENTS, AND \$63,000 IN HEALTH PROFESSION

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Estimated Average Reportable than one box, unless hours per compensation compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) any hours organization organizations from the

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

JAMES GARVEY

MARK HAYWARD

CYNTHIA KENT

ANNE STEPHEN MD

ROBERT BRIGHAM

CHIEF NURSING OFFICER

CHIEF MEDICAL OFFICER

SENIOR VICE PRESIDENT, OPERATIONS

SENIOR VICE PRESIDENT, OPERATIONS

CHIEF OPERATING OFFICER THRU 3/18

......

	family flours	1-1-1		01 ga1112at1011	/W 2/1000	overnment and				
	for related organizations below dotted line)	Individual trustee or director	Institutional Trustee	10	key employee	Highest compensated employee	Former	(W- 2/1099- MISC)	(W- 2/1099- MISC)	organization and related organizations
CHUCK WALT BOARD CHAIR	1 00	×		х				0	10,500	0
JOSEPH MIHALEK BOARD SECRETARY/TREASURER	1 00	×		х				0	10,500	0
DANIEL NIKCEVICH MD	1 00	х		х				0	881,829	144,039

Х

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Х

Х

Х

0

563,660

354,792

320,732

455,410

191,021

77,326

76,815

91,728

82,746

67,941

71,672

3,471

		Х	х			0	10,500
BOARD SECRETARY/TREASURER	6 00						,
DANIEL NIKCEVICH MD	1 00						
		X	Х			0	881,829
PRESIDENT	59 00						
KEVIN BOREN	1 00						
			X			0	361,743
VICE PRESIDENT, FINANCE	59 00						·
TY ERICKSON	1 00						
				X		0	315,956
SENIOR VICE PRESIDENT, OPERATIONS	59 00						, i

1 00

59 00 1 00

59 00 1 00

59 00 1 00

59 00 1 00

59 00

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation any hours and a director/trustee) organization organizations from the

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

<b>!</b>	411, 110415	.1.4.1					′	(14, 3,4,000	(14/ 3/4000	evanniantion and	
	for related organizations below dotted line)	Individual trustee or director	Institutional Trustee		Key employee	Highest compensated employee	Former	(W- 2/1099- MISC)	(W- 2/1099- MISC)	organization and related organizations	
STEVEN JORGENSEN CHIEF OPERATING OFFICER THRU 6/17	1 00 59 00				×			0	524,989	70,965	
JEFFREY KORSMO INTERIM COO THRU 9/17	1 00				×			0	1,096,871	158,126	
STEVEN BROADWAY MD PHYSICIAN LEADER	1 00 59 00					х		1,469,339	0	55,565	
DINO TERZIC MD PHYSICIAN	1 00 39 00					×		1,128,502	0	28,881	
JUSTIN CUMMINS MD	1 00					x		1,073,865	0	56,976	

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1,049,313

935,527

297,646

1,036,638

247,488

54,092

49,676

69,367

49,018

53,868

STEVEN BROADWAY MD	1 00			x
PHYSICIAN LEADER	59 00			
DINO TERZIC MD	1 00			v
PHYSICIAN	39 00			^
THETIN CHMMINE MD	1 00			

39 00 1 00

39 00 40 00

> 0 00 0 00

60 00 0 00

60 00 0 00

60 00

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......

and Independent Contractors

**PHYSICIAN** 

PHYSICIAN

**PHYSICIAN** 

ROBERT NORMAN

TIMOTHY ZAGER MD

FORMER PRESIDENT

RONALD ALSTON

JEFFREY KLASSEN MD

MICHAEL GIBBONS MD

FORMER CHIEF FINANCIAL OFFICER

FORMER SVP SURGICAL PROCEDURE

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average amount of other than one box, unless compensation hours per compensation person is both an officer week (list from the from related compensation any hours and a director/trustee) organization organizations from the

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

FORMER DIRECTOR OF ANESTHESIOLOGY

DANIEL MILBRIDGE

MICHAEL MOTLEY

KIM OGLE MD

SECTION CHAIR

MICHELLE OMAN MD

FORMER SECTION CHAIR

PATRICK TWOMEY MD

OPS ADMIN - VIRGINIA

......

FORMER CHIEF MEDICAL OFFICER

OPERATIONS ADMINISTRATOR

	any nours	and a un ector, trastee,						01941112441011	(14) 3 (4.000	arangation and	
	for related organizations below dotted line)	Individual trustee or director	Institutional Trustee	Officer	key employee	Highest compensated employee	Former	(W- 2/1099- MISC)	(W- 2/1099- MISC)	organization and related organizations	
WILLIAM DURIE MD	1 00						×	220,348	0	50,779	
FORMER SECTION CHAIR	59 00							·		,	
SCOTT ESKURI MD	40 00						×	675,109	0	56,496	
FORMER SECTION CHAIR	0 00							0.5,105	•	30,130	
WILSON GINETE MD	0 00						x	576,808	0	54,285	
FORMER SECTION CHAIR	40 00						Ĺ	370,000	3	34,203	
MARK GRIM MD	1 00										

ol

227,129

232,974

0

167,194

262,424

273,407

549,593

Х

Х

Х

Х

Х

56,625

32,008

41,772

44,630

26,599

54,966

55,702

SCOTT ESKURI MD	40 00			x	675,109	
FORMER SECTION CHAIR	0 00			`	0,3,103	
WILSON GINETE MD	0 00			V	F7C 000	
FORMER SECTION CHAIR	40 00			Х	576,808	
MARK GRIM MD	1 00			.,	624 540	
FORMER SECTION CHAIR	59 00			X	621,540	
MELISSA LASPI	40 00					

60 00 0 00

60 00 1 00

59 00 39 00

> 1 00 0 00

60 00

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efil	e GR/	APHIC pri	nt - DO NO	T PROCESS	As Filed Data -			DLN: 9:	3493133037329
SCI	Public Charity Status and Public Support Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.								
Depart	lment of	f the Treasury	▶ Infe	ormation abou	► Attach to Form to Schedule A (Form	990 or Form 99	0-EZ.	ections is at	Open to Public Inspection
Nam	e of th	nue Service he organiza CLINIC LTD	tion		<u>www.nsig</u>			Employer identific	<del></del>
								41-0883623	
	rt I				<b>us</b> (All organization : it is (For lines 1 thro			see instructions.	
1			•		sociation of churches	<b>5</b> ,	,	(Δ)(i).	
2		•		•	1)(A)(ii). (Attach Sch				
3						•	• •		
_	<b>✓</b>	·	·	·	vice organization desc			•	
4			esearch orga and state _	nization operate	ed in conjunction with	a hospital descri	bed in <b>section</b> :	170(b)(1)(A)(III). E	nter the hospital's
5		(b)(1)(A)	( <b>iv).</b> (Comple	ete Part II )	t of a college or unive				oed in <b>section 170</b>
6		•	·	_	governmental unit de				
7		_		mally receives ( <b>vi).</b> (Complete	a substantial part of it Part II )	s support from a	governmental u	init or from the genera	al public described in
8		A communi	ty trust desci	ribed in <b>section</b>	170(b)(1)(A)(vi)	(Complete Part I	I)		
9					escribed in <b>170(b)(1)</b> ee instructions Enter				ege or university or a
10		from activit	ies related to income and	its exempt fun unrelated busin	(1) more than 331/39 ctions—subject to cer ess taxable income (lemplete Part III)	taın exceptions, a	and (2) no more	than 331/3% of its su	
11		An organiza	ition organize	ed and operated	d exclusively to test fo	r public safety S	ee section 509	(a)(4).	
12		more public	ly supported	organizations of	d exclusively for the be described in <b>section 5</b> the type of supporting	<b>09(a)(1)</b> or <b>se</b> d	ction 509(a)(2	). See <b>section 509(</b> a	e purposes of one or )(3). Check the box
a		<b>Type I.</b> A so	supporting or n(s) the pow	ganızatıon oper	ated, supervised, or componit or elect a major	ontrolled by its s	upported organi	zation(s), typically by	
b		<b>Type II.</b> A manageme	supporting on nt of the sup	rganization sup	ervised or controlled i				
С		Type III f	unctionally i	integrated. A s	supporting organizatio ons) You must com				ted with, its
d		Type III n functionally	on-function integrated	ally integrated The organization	d. A supporting organi n generally must satis t IV, Sections A and	ization operated fy a distribution i	ın connection wi requirement and	th its supported orgar	
e		Check this	box if the org	anızatıon receiv	ved a written determir	nation from the II		pe I, Type II, Type II	I functionally
f	Enter			ion-functionally l organizations	integrated supporting	organization			
g				_	ipported organization(	s)			
		Name of supp organization	orted	(ii) EIN	(iii) Type of organization (described on lines 1- 10 above (see instructions))		anization listed ing document?	(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
						Yes	No		
Tota		work Reduc				Cat No 11285		 Schedule A (Form 9	

(Complete only if you ch	ecked the box o	n line 5, 7, 8, oi	r 9 of Part I or i	f the organization	on failed to quali	ıfy under Part				
III. If the organization fails to qualify under the tests listed below, please complete Part III.)										
Section A. Public Support						_				
Calendar year (or fiscal year beginning in) ▶	(a) 2013	<b>(b)</b> 2014	(c) 2015	(d) 2016	<b>(e)</b> 2017	(f) Total				
Gifts, grants, contributions, and										

1	Gifts, grants, contributions, and membership fees received (Do not include any "unusual grant")						
2	Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3	The value of services or facilities furnished by a governmental unit to the organization without charge						
4	Total. Add lines 1 through 3						
5	The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6	Public support. Subtract line 5 from						
	line 4						
_ \$	Section B. Total Support						
	Calendar year (or fiscal year beginning in) ▶	(a)2013	<b>(b)</b> 2014	(c)2015	(d)2016	<b>(e)</b> 2017	(f)Total
7	Amounts from line 4						
8	Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9	Net income from unrelated business activities, whether or not the business is regularly carried on						
10	- ·						
11	<b>Total support.</b> Add lines 7 through						

	line 4						
S	ection B. Total Support						
	Calendar year (or fiscal year beginning in) ▶	<b>(a)</b> 2013	<b>(b)</b> 2014	<b>(c)</b> 2015	( <b>d)</b> 2016	<b>(e)</b> 2017	(f)Total
7	Amounts from line 4						
8	Gross income from interest,						
	dividends, payments received on securities loans, rents, royalties and income from similar sources						
9	Net income from unrelated business activities, whether or not the business is regularly carried on						
10	Other income Do not include gain or loss from the sale of capital assets (Explain in Part VI)						
11	<b>Total support.</b> Add lines 7 through 10						
12	Gross receipts from related activities, e	tc (see instructio	ns)			12	
13	First five years. If the Form 990 is for	n tax year as a sec	tion 501(c)(3) or	ganızatıon,			
	check this box and <b>stop here</b>					🕨	
S	ection C. Computation of Public			_	•	•	
14	Public support percentage for 2017 (line	e 6, column (f) dı	vided by line 11, o	olumn (f))		14	

ightharpoonupand stop here. The organization qualifies as a publicly supported organization

15 Public support percentage for 2016 Schedule A, Part II, line 14 16a 33 1/3% support test-2017. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box b 33 1/3% support test-2016. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization 17a 10%-facts-and-circumstances test—2017. If the organization did not check a box on line 13, 16a, or 16b, and line 14

is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported ▶□ organization b 10%-facts-and-circumstances test—2016. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line

15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization 18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions Schedule A (Form 990 or 990-EZ) 2017

Р	Support Schedule for						
	(Complete only if you cl the organization fails to						er Part II. If
Se	ection A. Public Support	quality under t	ine tests listed i	below, please co	ompiete Part II.,	)	
	Calendar year	(a) 2013	<b>(b)</b> 2014	(c) 2015	(d) 2016	(e) 2017	(f) Total
_	(or fiscal year beginning in) ▶	(a) 2013	(0) 2014	(6) 2015	(4) 2016	(e) 2017	(I) Iotai
1	Gifts, grants, contributions, and membership fees received (Do not						
	include any "unusual grants ")						
2	Gross receipts from admissions,						
	merchandise sold or services						
	performed, or facilities furnished in any activity that is related to the						
	organization's tax-exempt purpose						
3	Gross receipts from activities that are						
	not an unrelated trade or business						
4	under section 513 Tax revenues levied for the						
-	organization's benefit and either paid						
	to or expended on its behalf						
5	The value of services or facilities						
	furnished by a governmental unit to the organization without charge						
6	Total. Add lines 1 through 5						
	Amounts included on lines 1, 2, and						
	3 received from disqualified persons						
b	Amounts included on lines 2 and 3						
	received from other than disqualified persons that exceed the greater of						
	\$5,000 or 1% of the amount on line						
	13 for the year						
	Add lines 7a and 7b						
8	Public support. (Subtract line 7c						
S	from line 6 ) ection B. Total Support						
	Calendar year						
	(or fiscal year beginning in) ▶	(a) 2013	<b>(b)</b> 2014	(c) 2015	(d) 2016	(e) 2017	(f) Total
9							
10a	Gross income from interest,						
	dividends, payments received on						
	securities loans, rents, royalties and income from similar sources						
ь	Unrelated business taxable income						
	(less section 511 taxes) from						
	businesses acquired after June 30, 1975						
c	Add lines 10a and 10b						
11	Net income from unrelated business						
	activities not included in line 10b,						
	whether or not the business is						
12	regularly carried on Other income Do not include gain or						
12	loss from the sale of capital assets						
	(Explain in Part VI )						
13	Total support. (Add lines 9, 10c,						
14	11, and 12)  First five years. If the Form 990 is for	l r the organization	l 's first, second, th	L urd, fourth, or fift	l lax vear as a sec	ction 501(c)(3) o	l rganization
	check this box and <b>stop here</b>			,,	,		▶ □
Se	ection C. Computation of Public S	Support Perce	ntage				
15	Public support percentage for 2017 (lin			column (f))		15	
16	Public support percentage from 2016 S	chedule A, Part II	II, line 15			16	
Se	ction D. Computation of Investr	nent Income	Percentage				
17	Investment income percentage for 201	7 (line 10c, colur	nn (f) divided by	lıne 13, column (f	·))	17	
18	Investment income percentage from 20	<b>016</b> Schedule A, I	Part III, line 17			18	
	<b>331/3% support tests—2017.</b> If the	organization did n	ot check the box	on line 14, and lir	ne 15 is more than		e 17 is not
	more than 33 1/3%, check this box and s						ightharpoons
	33 1/3% support tests—2016. If the						. —
_	not more than 33 1/3%, check this box	-			· ·		ightharpoons
20	Private foundation. If the organization	-	-				ightharpoons

Part I, complete Sections A and C If you checked 12c of Part I, complete Sections A, D, and E If you checked 12d of Part I, complete Sections A and D, and complete Part V ) Section A. All Supporting Organizations

Yes

5b

5c

7

9b

9с

10a

10b

Schedule A (Form 990 or 990-EZ) 2017

No

1	Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in <b>Part VI</b> how the supported organizations are designated. If designated by class or purpose,			
	describe the designation If historic and continuing relationship, explain	1	İ	
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509 (a)(1) or (2)? If "Yes," explain in <b>Part VI</b> how the organization determined that the supported organization was described in section 509(a)(1) or (2)			
	in section 309(a)(1) or (2)	2		
3а	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c)			
	below	3a	İ	
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in <b>Part VI</b> when and how the organization made the			
	determination	3b		

b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in <b>Part VI</b> when and how the organization made the	·	
	determination	3b	
c	the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes?		
	If "Yes," explain in <b>Part VI</b> what controls the organization put in place to ensure such use	3с	
4a	Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes" and if you		
	checked 12a or 12b in Part I, answer (b) and (c) below	4a	
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported		

				3.
c	Did the organization ensure that all support to such organizations was used exclusively for section $170(c)(2)(B)$ purposes? If "Yes," explain in <b>Part VI</b> what controls the organization put in place to ensure such use	-		
		3с		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes" and if you			
	checked 12a or 12b ın Part I, answer (b) and (c) below	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported			
	organization? If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or		$\rightarrow$	
	supervised by or in connection with its supported organizations	4b		
С	Did the organization support any foreign supported organization that does not have an IRS determination under sections			
	501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in <b>Part VI</b> what controls the organization used to ensure that all support			
	to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes		$\overline{}$	
		4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and			

			, ,	
4a	4a Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes" and if you checked 12a or 12b in Part I, answer (b) and (c) below			
	cnecked 12a or 12b in Part I, answer (b) and (c) below	4a		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported			
	organization? If "Yes," describe in <b>Part VI</b> how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations	4b		
С	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in <b>Part VI</b> what controls the organization used to ensure that all support			
	to the foreign supported organization was used exclusively for section $170(c)(2)(B)$ purposes	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable) Also, provide detail in <b>Part VI</b> , including (i) the names and EIN numbers of the supported organizations added, substituted, or removed, (ii) the reasons for each such action, (iii) the authority under the			
	organization's organizing document authorizing such action, and (iv) how the action was accomplished (such as by amendment to the organizing document)	5a		

6	e organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its rted organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing		
	organization's supported organizations? If "Yes," provide detail in <b>Part VI.</b>	6	
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a		
	substantial contributor? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ)		

Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the

Substitutions only. Was the substitution the result of an event beyond the organization's control?

which the supporting organization also had an interest? If "Yes," provide detail in Part VI.

organization's organizing document?

10a

answer line 10b below

organization had an interest? If "Yes," provide detail in Part VI.

the organization had excess business holdings)

8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes,"		
	complete Part I of Schedule L (Form 990 or 990-EZ)	8	
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as		i

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defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes,"
provide detail in Part VI.
```

Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in

Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding

Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether

certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes,"

```
9a
Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting
```

Pa	rt IV Supporting Organizations (continued)			-9
			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
а	A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?	11a		
b	A family member of a person described in (a) above?	11b		
	A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI	11c		
	ection B. Type I Supporting Organizations			
			Yes	No
1	Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in <b>Part VI</b> how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year			
_		1		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in <b>Part VI</b> how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised or controlled the supporting organization	2		
5	ection C. Type II Supporting Organizations			
	cetion c. Type 11 Supporting Organizations		Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in <b>Part VI</b> how control or management of the			
	supporting organization was vested in the same persons that controlled or managed the supported organization(s)	1		
S	ection D. All Type III Supporting Organizations			
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		Yes	No
		1		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization (s) or (ii) serving on the governing body of a supported organization? If "No," explain in <b>Part VI</b> how the organization maintained a close and continuous working relationship with the supported organization(s)			
		2		
3	By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in <b>Part VI</b> the role the organization's supported organizations played in this regard	3		
s	ection E. Type III Functionally-Integrated Supporting Organizations			
1	Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instruct  The organization satisfied the Activities Test. Complete line 2 below  The organization is the parent of each of its supported organizations. Complete line 3 below  The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see		ctions)	
2	Activities Test Answer (a) and (b) below.		Yes	No
	a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in <b>Part VI identify those supported organizations and explain</b> how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities	2a		
	b Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement	2b		
3	Parent of Supported Organizations Answer (a) and (b) below.			
	a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>Provide details in Part VI</i> .	3a		
	<b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs and activities of each of its supported organizations? <i>If "Yes," describe in Part VI.</i> the role played by the organization in this regard	3b		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov 20, 1970 (explain in Part VI) See instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E (A) Prior Year (B) Current Year Section A - Adjusted Net Income (optional)

Page 6

(B) Current Year

(optional)

**Current Year** 

Schedule A (Form 990 or 990-F7) 2017

1 Net short-term capital gain 1 Recoveries of prior-year distributions 2 3 Other gross income (see instructions) 3 4 4 Add lines 1 through 3 Depreciation and depletion 5 5

7

8

1 2

3

4 5

6

Check here if the current year is the organization's first as a non-functionally-integrated Type III supporting organization (see

Portion of operating expenses paid or incurred for production or collection of gross 6 income or for management, conservation, or maintenance of property held for production of income (see instructions) 7 Other expenses (see instructions)

Adjusted Net Income (subtract lines 5, 6 and 7 from line 4) 8 (A) Prior Year Section B - Minimum Asset Amount 1 1a

Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year) a Average monthly value of securities **b** Average monthly cash balances **1**b c Fair market value of other non-exempt-use assets 1c 1d d Total (add lines 1a, 1b, and 1c) e Discount claimed for blockage or other factors 2

(explain in detail in Part VI) 2 Acquisition indebtedness applicable to non-exempt use assets Subtract line 2 from line 1d 3 Cash deemed held for exempt use Enter 1-1/2% of line 3 (for greater amount, see 4 instructions) 5 Net value of non-exempt-use assets (subtract line 4 from line 3) 6

6 Multiply line 5 by 035 7 Recoveries of prior-year distributions 8

3

7

Schedule A (Form 990 or 990-EZ) 2017

Section C - Distributable Amount

Minimum Asset Amount (add line 7 to line 6) Adjusted net income for prior year (from Section A, line 8, Column A)

Enter 85% of line 1

2

Minimum asset amount for prior year (from Section B, line 8, Column A) Enter greater of line 2 or line 3

temporary reduction (see instructions)

instructions)

4 5 Income tax imposed in prior year

Distributable Amount. Subtract line 5 from line 4, unless subject to emergency

3	Administrative expenses paid to accomplish exempt purposes of supported organizations	<u> </u>
4	Amounts paid to acquire exempt-use assets	
5	Qualified set-aside amounts (prior IRS approval required)	
6	Other distributions (describe in <b>Part VI</b> ) See instructions	
7	Total annual distributions. Add lines 1 through 6	
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in <b>Part VI</b> ) See instructions	
9	Distributable amount for 2017 from Section C, line 6	
10	Line 8 amount divided by Line 9 amount	

8	8 Distributions to attentive supported organizations to which the organization is responsive (provide details in <b>Part VI</b> ) See instructions			
9	Distributable amount for 2017 from Section C, line 6			
10	Line 8 amount divided by Line 9 amount			
	Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2017	(iii) Distributable Amount for 2017
1	Distributable amount for 2017 from Section C, line 6			

ich the organization is respons	sive (provide	
(i) Excess Distributions	(ii) Underdistributions Pre-2017	(iii) Distributable Amount for 2017
	(i)	(1) Underdistributions

9 Distributable amount for 2017 from Section C, line 6			
10 Line 8 amount divided by Line 9 amount			
Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2017	(iii) Distributable Amount for 2017
Distributable amount for 2017 from Section C, line     6			
2 Underdistributions, if any, for years prior to 2017 (reasonable cause required explain in Part VI) See instructions			
3 Excess distributions carryover, if any, to 2017			
a			
<b>b</b> From 2013			
c From 2014			_
d From 2015			

e From 2016. . . . . . f Total of lines 3a through e

**d** Excess from 2016. . . . e Excess from 2017. . . . .

instructions)

g Applied to underdistributions of prior years h Applied to 2017 distributable amount i Carryover from 2012 not applied (see

j Remainder Subtract lines 3g, 3h, and 3i from 3f 4 Distributions for 2017 from Section D, line 7

a Applied to underdistributions of prior years **b** Applied to 2017 distributable amount

c Remainder Subtract lines 4a and 4b from 4		
<b>5</b> Remaining underdistributions for years prior to 2017, if any Subtract lines 3g and 4a from line 2 If the amount is greater than zero, explain in Part VI See instructions		
6 Remaining underdistributions for 2017 Subtract lines 3h and 4b from line 1 If the amount is greater than zero, explain in Part VI See instructions		
<b>7 Excess distributions carryover to 2018.</b> Add lines 3 <sub>1</sub> and 4c		

lines 3h and 4b from line 1 If the amount is greater than zero, explain in Part VI See instructions		
<b>7 Excess distributions carryover to 2018.</b> Add lines 3 <sub>1</sub> and 4c		
8 Breakdown of line 7		
a Excess from 2013		
<b>b</b> Excess from 2014		
c Excess from 2015		

Schedule A (Form 990 or 990-EZ) (2017)

### Additional Data

### Software ID: Software Version:

EIN: 41-0883623

Name: THE DULUTH CLINIC LTD

Page 8

Schedule A (Form 990 or 990-EZ) 2017

Part VI Supplemental Information. Provide the explanations required by Part II, line 10, Part II, line 10.

Supplemental Information. Provide the explanations required by Part II, line 10, Part II, line 17a or 17b, Part III, line 12, Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c, Part IV, Section B, lines 1 and 2, Part IV, Section C, line 1, Part IV, Section D, lines 2 and 3, Part IV, Section E, lines 1c, 2a, 2b, 3a and 3b, Part V, line 1, Part V, Section B, line 1e, Part V Section D, lines 5, 6, and 8, and Part V, Section E, lines 2, 5, and 6 Also complete this part for any additional information (See instructions)

Facts And Circumstances Test

SCHEDULE C

• Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C

## **Political Campaign and Lobbying Activities**

For Organizations Exempt From Income Tax Under section 501(c) and section 527

OMB No 1545-0047

DLN: 93493133037329

Open to Public

Department of the Treasury Internal Revenue Service

EZ)

(Form 990 or 990-

▶ Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ. ▶Information about Schedule C (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990. If the organization answered "Yes" on Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

• Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B

Inspection

• 5	Section 527 organizations Complet	te Part I-A only						
		Form 990, Part IV, Line 4, or Form 9						_
		t have filed Form 5768 (election under s						
		t have NOT filed Form 5768 (election ur n Form 990, Part IV, Line 5 (Proxy Ta)						
	xy Tax) (see separate instruction		i) (see separate i	iisti uctioi	15) 01 1 01111 3	30-LZ,	rait V, iiii	1 <del>6</del> 330
	Section 501(c)(4), (5), or (6) organiz							
Nar	me of the organization	•			Employer id	entific	ation nun	nber
THE	DULUTH CLINIC LTD							
	Complete State of the comp		- 504(-):-		41-0883623			
(e)	t I-A Complete if the orga	nization is exempt under sectio	n 501(c) or is	a sectio	n 527 orga	nizati	on.	
1	Provide a description of the organ "political campaign activities")	s for de	finition of					
2	Political campaign activity expend	litures (see instructions)			<b>&gt;</b>	\$		
3	Volunteer hours for political camp	aign activities (see instructions)						
Par	t I-B Complete if the orga	nization is exempt under sectio	n 501(c)(3).					
1	Enter the amount of any excise to	ax incurred by the organization under se	ection 4955		<b>&gt;</b>	\$		
2	Enter the amount of any excise ta	ax incurred by organization managers u	nder section 4955		<b>&gt;</b>	\$		
3	If the organization incurred a sec	tion 4955 tax, did it file Form 4720 for t	hıs year?				☐ Yes	□ No
4a	Was a correction made?						☐ Yes	□ No
b	If "Yes," describe in Part IV							
		nization is exempt under sectio	n 501(c), exc	ept secti	on 501(c)(	3).		
1	Enter the amount directly expend	ed by the filing organization for section	527 exempt func	tion activiti	es 🕨	\$		
2	Enter the amount of the filing org	anization's funds contributed to other o	rganizations for se	ection 527	exempt	\$		
3		es Add lines 1 and 2 Enter here and or	n Form 1120-POL,	lıne 17b	<b>•</b>	· —		
4	Did the filing organization file For	m 1120-POL for this year?				Ψ	☐ Yes	□ No
5	Enter the names addresses and	employer identification number (EIN) of	all costion E27 no	dition ora-	nizations to w	bich th		
5	organization made payments For	each organization listed, enter the amo	ount paid from the	filing orga	anızatıon's fun	ds Also	enter the	
		that were promptly and directly deliver ee (PAC) If additional space is needed,				n as a s	separate se	egregated
	(a) Name	(b) Address	(c) EIN	( <b>d</b> ) Am	ount paid from	1 (e	) Amount	of political
	•		` '	filing o	organization's	co	ntributions	s received
				funds	If none, enter		and promp	
					-0-	ا ا	rectly deliverseparate p	
						10	rganization	
							enter ·	-0-
L								
<u>-</u>								
3								
1								
5								
5								
-	Innamuaul Paduation Ant Nature	the materiations for E 000 000 F7			- 01			0 ==\
UI P	aperwork neurction Act Notice, See	the instructions for Form 990 or 990-EZ.	Cat	No 500845	S Schedule	rorm) ل	יפע זס טעע	U-EZ) 2017

2a Lobbying nontaxable amount Lobbying ceiling amount (150% of line 2a, column(e)) Total lobbying expenditures Grassroots nontaxable amount Grassroots ceiling amount (150% of line 2d, column (e)) Grassroots lobbying expenditures For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying

Schedule C (Form 990 or 990-EZ) 2017

Return Reference

PART II-B, LINE 1

activity

(b)

Amount

(a)

No

Yes

1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of				
а	Volunteers?		No		
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?		No		
С	Media advertisements?		No		
d	Mailings to members, legislators, or the public?		No		
е	Publications, or published or broadcast statements?		No		
f	Grants to other organizations for lobbying purposes?		No		
g	Direct contact with legislators, their staffs, government officials, or a legislative body?		No		
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?		No		
i	Other activities?	Yes			1,525
j	Total Add lines 1c through 1i				1,525
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?		No		
b	If "Yes," enter the amount of any tax incurred under section 4912				
С	If "Yes," enter the amount of any tax incurred by organization managers under section 4912				
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?				
Par	t III-A Complete if the organization is exempt under section 501(c)(4), section 501(c) 501(c)(6).	(5), o	r section	1	
1	Were substantially all (90% or more) dues received nondeductible by members?		1	Yes	No
2	Did the organization make only in-house lobbying expenditures of \$2,000 or less?		_ 2		
3	Did the organization agree to carry over lobbying and political expenditures from the prior year?		3		
Par	t III-B Complete if the organization is exempt under section 501(c)(4), section 501(c) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part answered "Yes."				(6)
1	Dues, assessments and similar amounts from members	1			
2	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).				
а	Current year	2a			
Ь	Carryover from last year	2b			
С	Total	2c			
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3			
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4			
5	Taxable amount of lobbying and political expenditures (see instructions)	5			
Pa	ort IV Supplemental Information				
	vide the descriptions required for Part l-A, line 1, Part l-B, line 4, Part l-C, line 5, Part II-A (affiliated group list), ructions), and Part II-B, line 1 Also, complete this part for any additional information	Part II-	A, lines 1	and 2 (se	e

OF THE DUES PAID THAT WERE USED FOR LOBBYING

Explanation

LOBBYING ACTIVITY EXPLANATION THE DULUTH CLINIC, LTD PAYS DUES TO A CERTAIN ORGANIZATION

RELATED TO THE INDUSTRY WHICH HAS LOBBYING EXPENSES. THE AMOUNT LISTED IS THE PERCENTAGE

efile GRAPHIC print - DO NOT PROCESS As Filed Data -SCHEDULE D

# **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.

DLN: 93493133037329 OMB No 1545-0047

> Open to Public Inspection

Department of the Treasury Internal Revenue Service

(Form 990)

▶ Attach to Form 990. Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

Name of the organization **Employer identification number** THE DULUTH CLINIC LTD 41-0883623 Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6. (a) Donor advised funds (b) Funds and other accounts Total number at end of year 2 Aggregate value of contributions to (during year) Aggregate value of grants from (during year) Aggregate value at end of year Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? 🗌 Yes 🗌 No Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line Purpose(s) of conservation easements held by the organization (check all that apply) Preservation of land for public use (e.g., recreation or education) Preservation of an historically important land area Protection of natural habitat Preservation of a certified historic structure Preservation of open space Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year Held at the End of the Year Total number of conservation easements Total acreage restricted by conservation easements 2b Number of conservation easements on a certified historic structure included in (a) 2c Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year 🕨 Number of states where property subject to conservation easement is located ▶ 5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(II)? 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 easements Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Part III Complete if the organization answered "Yes" on Form 990, Part IV, line 8. If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items (i) Revenue included on Form 990, Part VIII, line 1 (ii) Assets included in Form 990, Part X If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items Revenue included on Form 990, Part VIII, line 1 Assets included in Form 990, Part X For Paperwork Reduction Act Notice, see the Instructions for Form 990. Cat No 52283D Schedule D (Form 990) 2017

Sche	dule D (Form 990) 2017									Page <b>2</b>
Par	t IIII Organizations Maintaining Col	lections of A	Art, Histori	cal Tr	easur	es, or Othe	er Similar A	ssets (conti	าued)	
3	Using the organization's acquisition, accession items (check all that apply)	n, and other re	cords, check	any of	the follo	wing that are	a significant	use of its colle	ection	
а	Public exhibition		d		Loan or	r exchange p	rograms			
b	Scholarly research		e		Other					
С	Preservation for future generations									
4	Provide a description of the organization's col Part XIII	llections and ex	oplain how the	ey furth	er the c	organization's	exempt purp	ose in		
5	During the year, did the organization solicit o assets to be sold to raise funds rather than to						similar	☐ Yes	□ N	o
Pa	<b>Escrow and Custodial Arrange</b> Complete if the organization answ X, line 21.		n Form 990	, Part	IV, line	e 9, or repo	rted an amo	unt on Form	990,	Part
1a	Is the organization an agent, trustee, custodi included on Form 990, Part X?	an or other int	ermediary for	contril	outions	or other asse	ts not	☐ Yes	□ N	o
Ь	If "Yes," explain the arrangement in Part XIII	and complete	the following	table				Amount		_
c	Beginning balance	and complete	the following	table		1c		Amount		_
d	Additions during the year					1d				_
е	Distributions during the year					1e				_
f	Ending balance					1f				_
<b>2</b> a	Did the organization include an amount on Fo	orm 990. Part X	(. line 21. for	escrow	or cust	ىــــــــــ odıal account	: liability?	☐ Yes		_
b	If "Yes," explain the arrangement in Part XIII	•					ŕ		□ N	o 
Pa	rt V Endowment Funds. Complete if	the organiza	ition answer	ed "Ye						
	December of control below.	(a)Current y	ear <b>(b)</b> P	rıor yeaı	· (c	)Two years bad	ck (d)Three ye	ears back (e)F	our year	rs back
	Beginning of year balance									
	Contributions				_					
	Net investment earnings, gains, and losses									
	Grants or scholarships				_					
	Other expenditures for facilities and programs									
	Administrative expenses									
g	End of year balance									
2	Provide the estimated percentage of the curre	ent year end ba	alance (line 1	g, colur	nn (a))	held as				
а	Board designated or quasi-endowment ▶									
Ь	Permanent endowment									
С	Temporarily restricted endowment ►									
3а	The percentages on lines 2a, 2b, and 2c shou Are there endowment funds not in the posses organization by	•		t are he	eld and	admınıstered	for the		Yes	No
	(i) unrelated organizations							3a(i)	163	110
	(ii) related organizations							3a(ii)		
b	If "Yes" on 3a(II), are the related organization	ns listed as req	uired on Sche	dule R	·			. 3b		
4	Describe in Part XIII the intended uses of the	organization's	endowment t	unds						
Pa	rt VI Land, Buildings, and Equipme									
	Complete if the organization answ Description of property (a) Cost or other controls.		on Form 990 Cost or other			e 11a. See I (c) Accumulate			ook valu	<u></u> е
	(investme	ent)								
1a	Land			2,28	4,144				2	2,284,144
b	Buildings			172,20	3,006		86,386,674		85	5,816,332
С	Leasehold improvements			2,23	3,373		837,978		1	.,395,395
d	Equipment			20,30	3,171		14,821,167		5	5,482,004

409,935

95,387,810

650,232

1,060,167

Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c) ) .

See Form 990, Part X, line 12.  (a) Description of security or category	(b)	(a) Ma	thod of valuation
(including name of security)	Book value		l-of-year market value
1) Financial derivatives			
2) Closely-held equity interests	-		
N)			
3)			
E)			
D)			
≣)			
F)			
G)			
н)			
otal. (Column (b) must equal Form 990, Part X, col (B) line 12 )	•		
<b>Investments—Program Related.</b> Complete if the organization answered 'Yes' on Form 99	0, Part IV, lıı	ne 11c. See Form 99	0, Part X, line 13.
(a) Description of investment (b)	) Book value		thod of valuation l-of-year market value
1)			
2)			
3)			
4)			
5)			
6)			
7)			
8)			
9)			
Total. (Column (b) must equal Form 990, Part X, col (B) line 13 )			
Other Assets. Complete if the organization answered 'Yes' on  (a) Description	Form 990, Pa	rt IV, line 11d See For	m 990, Part X, line 15 (b) Book value
RECEIVABLES FROM RELATED TAX-EXEMPT ORGANIZATIONS     DEFERRED COMPENSATION 457F			248,677,88 648,71
3) LEASE RECEIVABLE			7,269,04
4)			
5)			
4) 5) 6)			
4) 5) 6) 7)			
4) 5) 6) 7)			
4) 5) 6) 7) 8)			
4) 5) 6) 7) 8) 9) Total. (Column (b) must equal Form 990, Part X, col (B) line 15)	· · · · · · · · · · · · · · · · · · ·		
4) 5) 6) 7) 8) 9)  Total. (Column (b) must equal Form 990, Part X, col (B) line 15) Part X Other Liabilities. Complete If the organization answered See Form 990, Part X, line 25.			
4) 5) 6) 7) 8) Otal. (Column (b) must equal Form 990, Part X, col (B) line 15) Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25.  (a) Description of liability		rm 990, Part IV, line	
4) 5) 6) 7) 8) 9) Fotal. (Column (b) must equal Form 990, Part X, col (B) line 15) Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25.  (a) Description of liability  1) Federal income taxes			
4) 5) 6) 7) 8) 9) 6otal. (Column (b) must equal Form 990, Part X, col (B) line 15 )  Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25.  (a) Description of liability  1) Federal income taxes  AYABLES RELATED TAX-EXEMPT ORGS		ook value	
4) 5) 6) 7) 8) 9) Fotal. (Column (b) must equal Form 990, Part X, col (B) line 15 )  Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25.		625,738,087	
4) 5) 6) 7) 8) 6) 6) 6) 6) 6) 6) 6) 6) 6) 6) 7) 8) 6) 6) 6) 7) 8) 6) 6) 7) 8) 6) 6) 7) 8) 6) 7) 8) 6) 7) 8) 6) 7) 8) 6) 7) 8) 6) 7) 8) 7) 8) 7) 8) 7) 8) 7) 8) 8) 9) 8) 8) 9) 8) 8) 9) 8) 8) 9) 8) 9) 8) 9) 8) 9) 8) 9) 8) 9) 8) 9) 8) 9) 9) 9) 9) 9) 9) 9) 9) 9) 9) 9) 9) 9)		625,738,087 9,701,828 6,879,573 648,714	
4) 5) 6) 7) 8) 6) 6) 7) 8) 6  6otal. (Column (b) must equal Form 990, Part X, col (B) line 15 )  Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25.  (a) Description of liability 1) Federal income taxes  AYABLES RELATED TAX-EXEMPT ORGS  OST RETIREMENT BENEFIT - NON PENSION ION CURRENT SWAP LIABILITY EENEFIT PLAN LIABILITY 457F  SSET RETIREMENT OBLIGATION FIN 47		625,738,087 9,701,828 6,879,573	
4) 5) 6) 7) 8) 9) Fotal. (Column (b) must equal Form 990, Part X, col (B) line 15)  Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25.  (a) Description of liability 1) Federal income taxes  AYABLES RELATED TAX-EXEMPT ORGS OST RETIREMENT BENEFIT - NON PENSION ION CURRENT SWAP LIABILITY EENEFIT PLAN LIABILITY 457F SSET RETIREMENT OBLIGATION FIN 47 6)		625,738,087 9,701,828 6,879,573 648,714	
4) 5) 6) 7) 8) 9)  Total. (Column (b) must equal Form 990, Part X, col (B) line 15 )  Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25.		625,738,087 9,701,828 6,879,573 648,714	
4) 5) 6) 7) 8) 9) Fotal. (Column (b) must equal Form 990, Part X, col (B) line 15)  Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25. L. (a) Description of liability 1) Federal income taxes PAYABLES RELATED TAX-EXEMPT ORGS POST RETIREMENT BENEFIT - NON PENSION NON CURRENT SWAP LIABILITY BENEFIT PLAN LIABILITY 457F ASSET RETIREMENT OBLIGATION FIN 47 6) 7)		625,738,087 9,701,828 6,879,573 648,714	
4) 5) 6) 7) 8) 9) Fotal. (Column (b) must equal Form 990, Part X, col (B) line 15 ) Part X Other Liabilities. Complete if the organization answered See Form 990, Part X, line 25		625,738,087 9,701,828 6,879,573 648,714	

1

2

Total revenue, gains, and other support per audited financial statements . . .

Amounts included on line 1 but not on Form 990, Part VIII, line 12

Schedule D (Form 990) 2017

1

Schedule D (Form 990) 2017

Page 4

а	Net unrealized gains (losses) on investments	2a		
b	Donated services and use of facilities	2b		
С	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII )	2d		
е	Add lines <b>2a</b> through <b>2d</b>		2e	
3	Subtract line $\mathbf{2e}$ from line $1$		3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1			
а	Investment expenses not included on Form 990, Part VIII, line 7b .	4a		
b	Other (Describe in Part XIII )	4b		
c	Add lines <b>4a</b> and <b>4b</b>		4c	
5	Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12	)	5	
Par	Reconciliation of Expenses per Audited Financial States Complete if the organization answered 'Yes' on Form 990, Pa		Retur	n.
1	Total expenses and losses per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25			
а	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII )	2d		
е	Add lines <b>2a</b> through <b>2d</b>		2e	
3	Subtract line <b>2e</b> from line <b>1</b>		3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
а	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII )	4b		
С	Add lines <b>4a</b> and <b>4b</b>		4c	
5	Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 1	3)	5	
Par	t XIII Supplemental Information			
	ride the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provid		rt V, line	4, Part X, line 2, Part
	Return Reference Explanation			

Schedule D (Fo	orm 990) 2017	Page <b>5</b>	
Part XIII	Supplemental Info		
Return Reference		Explanation	
			Schedule D (Form 990) 2017

efil	e GRAPHIC pr	rint - DO NOT PROCESS   As Filed Data -	DLN: 93493	13303	7329			
Schedule J		Compensation Information	OMB N	OMB No 1545-0047				
(For	n 990)	For certain Officers, Directors, Trustees, Key Employees, and Highest	<u> </u>					
		Compensated Employees  ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.	2	2017				
		▶ Attach to Form 990.		Open to Public				
	Pepartment of the Treasurv termal Revenue Service ► Information about Schedule J (Form 990) and its instructions is at www.irs.qov/form990.							
Nar	ne of the organiza		dentification					
THE	DULUTH CLINIC LT	41-0883623						
Pa	rt I Questi	ons Regarding Compensation						
				Yes	No			
1a		opiate box(es) if the organization provided any of the following to or for a person listed on Form Section A, line 1a Complete Part III to provide any relevant information regarding these items						
	✓ First-class	s or charter travel Housing allowance or residence for personal use						
	_	r companions $\square$ Payments for business use of personal residence						
		nification and gross-up payments						
	☐ Discretion	nary spending account						
b		ixes in line 1a are checked, did the organization follow a written policy regarding payment or reimb all of the expenses described above? If "No," complete Part III to explain	ursement 1	Yes				
2		ation require substantiation prior to reimbursing or allowing expenses incurred by all ees, officers, including the CEO/Executive Director, regarding the items checked in line 1a?	2	Yes				
	directors, truste	ees, officers, including the CEO/Executive Director, regarding the items checked in line 1a7						
3		If any, of the following the filing organization used to establish the compensation of the						
		CEO/Executive Director Check all that apply Do not check any boxes for methods ed organization to establish compensation of the CEO/Executive Director, but explain in Part III						
	_							
		eation committee  Written employment contract  Compensation consultant  Compensation survey or study						
		lent compensation consultant						
4	During the year, related organiza	r, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organiza ation	tion or a					
а	Receive a sever	rance payment or change-of-control payment?	4:	Yes				
b	Participate in, o	or receive payment from, a supplemental nonqualified retirement plan?	4	Yes				
С		or receive payment from, an equity-based compensation arrangement?	4		No			
	If "Yes" to any o	of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III						
	Only 501(c)(3	3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.						
5	For persons liste	ed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any contingent on the revenues of						
_	The organization		5:		No			
a b	Any related orga		5	_	No No			
_	, -	e 5a or 5b, describe in Part III		-	1			
6		ed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any contingent on the net earnings of						
а	The organization	n?	6	,	No			
b	Any related orga	anization?	6	)	No			
	If "Yes," on line	e 6a or 6b, describe in Part III						
7		ed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed described in lines 5 and 6 <sup>7</sup> If "Yes," describe in Part III	7		No			
8		unts reported on Form 990, Part VII, paid or accured pursuant to a contract that was nitial contract exception described in Regulations section 53 4958-4(a)(3)? If "Yes," describe						
9		8, did the organization also follow the rebuttable presumption procedure described in Regulations s	section 9		No			
For I	Panarwark Padu	uction Act Notice, see the Instructions for Form 990. Cat. No. 50053T Sc			2017			

Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed. For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the

instructions, on row (ii) Do not list any individuals that are not listed on Form 990, Part VII Note. The sum of columns (B)(I)-(III) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual (A) Name and Title (C) Retirement (D) Nontaxable (B) Breakdown of W-2 and/or 1099-MISC (E) Total of (F) and other benefits columns compensation Compensation in

		compensation		deferred	Bellettes	(0)(1) (0)	column (B)
	(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation	deferred compensation		(B)(ı)-(D)	column (B) reported as deferred on prior Form 990
See Additional Data Table	•						
	'	1	1	1	1	'	1
	'	'	1		'	'	1
	†	'		1		<u> </u>	
	'	'	1		'	'	1
	+	<u>'</u>		<u> </u>		<u> </u>	
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		1	Schedule J (Fo	orm 990) 2017

Schedule J (Form 990) 2017

Supplemental Information

Part III

PART I, LINE 1A BENEFITS PROVIDED DURING CALENDAR YEAR 2017, CHARTER TRAVEL WAS USED BY ONE KEY EMPLOYEE AND ONE FORMER KEY EMPLOYEE FOR TRAVEL BETWEEN DULUTH, MN AND A RELATED ORGANIZATION THE USE OF CHARTER TRAVEL IS NOT TREATED AS TAXABLE COMPENSATION TO THESE INDIVIDUALS AS ALL TRAVEL WAS BUSINESS RELATED. PART I, LINE 3 ESTABLISHING CEO'S COMPENSATION ESSENTIA HEALTH, AS A RELATED ORGANIZATION, USED THE FOLLOWING METHODS TO ESTABLISH THE DULUTH CLINIC,

LTD 'S PRESIDENT'S COMPENSATION A COMPENSATION COMMITTEE, INDEPENDENT COMPENSATION CONSULTANT, COMPENSATION SURVEY OR STUDY, AND APPROVAL BY THE BOARD OR COMPENSATION COMMITTEE PART I. LINES 4A-B SEVERANCE PAYMENT FORMER OFFICER, ROBERT NORMAN, RECEIVED PAYMENT TOTALING \$81,095 IN CALENDAR YEAR 2017 RELATED TO HIS TERMINATION THE TERMINATION TERMS ARE FROM NOVEMBER 1, 2017 TO MAY 1, 2019 MR NORMAN WILL RECEIVE PAY TOTALING \$854,786 & BENEFITS TOTALING \$20,120 RELATED TO HIS TERMINATION ALL OTHER INDIVIDUALS LISTED AS FORMERS IN FORM 990, PART VII, SECTION A, LINE 1A DID NOT RECEIVE A SEVERANCE PAYMENT DURING CALENDAR YEAR 2017 SOME OF THESE INDIVIDUALS REMAIN EMPLOYED WITHIN ESSENTIA HEALTH AND ITS SUBSIDIARIES SUPPLEMENTAL NONQUALIFIED RETIREMENT PLAN ESSENTIA HEALTH'S NONQUALIFIED RETIREMENT PLAN IS OFFERED TO DESIGNATED ESSENTIA HEALTH EXECUTIVES THERE IS A MINIMUM FOUR YEAR VESTING DATE, OR VESTING IS AUTOMATIC UPON REACHING RETIREMENT AGE, DEATH, DISABILITY OR INVOLUNTARY TERMINATION

WITHOUT CAUSE BENEFITS ARE SUBJECT TO INCOME TAXES UPON VESTING AND PAYABLE FROM ESSENTIA HEALTH'S GENERAL ASSETS REPORTED AS OTHER REPORTABLE COMPENSATION IN SCHEDULE J, PART II, COLUMN B (III), THE FOLLOWING INDIVIDUALS LISTED IN FORM 990, PART VII, SECTION A, LINE 1A RECEIVED PAYMENT OF THE VESTED BENEFIT FROM THE SUPPLEMENTAL NONOUALIFIED RETIREMENT PLAN DURING THE YEAR DANIEL NIKCEVICH, MD \$97.814 JAMES GARVEY \$72,772 ROBERT NORMAN \$393,436 TIMOTHY ZAGER, MD \$45,829 MICHAEL MOTLEY \$7,206 PATRICK TWOMEY, MD \$61,465 REPORTED AS \$5,940

RETIREMENT AND OTHER DEFERRED COMPENSATION IN SCHEDULE J, PART II, COLUMN C, ESSENTIA HEALTH MADE CONTRIBUTIONS, SUBJECT TO THE VESTING TERMS, DURING THE YEAR INTO THE SUPPLEMENTAL NONOUALIFIED RETIREMENT PLAN ON BEHALF OF THE FOLLOWING INDIVIDUALS LISTED IN FORM 990. PART VII, SECTION A, LINE 1A DANIEL NIKCEVICH, MD \$89,270 KEVIN BOREN \$20,535 TY ERICKSON \$23,787 JAMES GARVEY \$47,855 MARK HAYWARD \$28,830 CYNTHIA KENT \$23,787 ANNE STEPHEN, MD \$18,214 STEVEN JORGENSEN \$18,730 JEFFREY KORSMO \$115,489 ROBERT NORMAN \$28,040 RONALD ALSTON

Schedule J (Form 990) 2017

Page 3

Software ID:

**Software Version:** 

**EIN:** 41-0883623

Name: THE DULUTH CLINIC LTD  Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees											
	J,						T	T			
(A) Name and Title		(B) Breakdown  (i) Base Compensation	of W-2 and/or 1099-MISe  (ii)  Bonus & incentive compensation	C compensation (iii) Other reportable compensation	(C) Retirement and other deferred compensation	<b>(D)</b> Nontaxable benefits	(E) Total of columns (B)(ı)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990			
1DANIEL NIKCEVICH MD PRESIDENT	(ı)	0	0	0	0	0	0	0			
	(11)	677,509	98,844	105,476	110,870	33,169	1,025,868	82,168			
1KEVIN BOREN	(1)	0	70,044	103,470	110,070	33,103	1,023,000	02,100			
VICE PRESIDENT, FINANCE	.`.										
	(11)	334,730	25,817	1,196	42,135	35,191	439,069	0			
2TY ERICKSON SENIOR VICE PRESIDENT,	(1)	0	0	0	0	0	0	0			
OPERATIONS	(11)	273,285	41,715	956	45,346	31,469	392,771	0			
3JAMES GARVEY SENIOR VICE PRESIDENT,	(ı)	0	0	0	0	0	0	0			
ODEDATIONS	(11)	420,653	63,835	79,172	69,455	22,273	655,388	40,176			
4MARK HAYWARD	(1)	0	03,033	73,172	03,133	22,273	033,300	0,170			
SENIOR VICE PRESIDENT, OPERATIONS	ر	202.065				<sup>°</sup>					
5CYNTHIA KENT	(II)	303,865	46,350	4,577	50,430	32,316	437,538	0			
CHIEF NURSING OFFICER	(ı)		0	0	0	0	0	0			
	(11)	274,845	41,715	4,172	45,384	22,557	388,673	0			
<b>6</b> ANNE STEPHEN MD CHIEF MEDICAL OFFICER	(1)	0	0	0	0	0	0	0			
	(11)	396,479	55,000	3,931	39,814	31,858	527,082	0			
7ROBERT BRIGHAM	(1)	0	33,000	3,331	33,814	0	327,002	0			
CHIEF OPERATING OFFICER THRU 3/18	Ì	107.000									
	(II)	187,080	0	3,941	0	3,471	194,492	0			
8STEVEN JORGENSEN CHIEF OPERATING OFFICER	(1)		0	0	0	0	0	0			
THRU 6/17	(11)	453,552	67,119	4,318	39,676	31,289	595,954	0			
9JEFFREY KORSMO INTERIM COO THRU 9/17	(ı)	0	0	0	0	0	0	0			
	(11)	837,209	252,000	7,662	137,089	21,037	1,254,997				
10STEVEN BROADWAY MD	(1)	1,468,313		1,026	·	33,965	1,524,904	0			
PHYSICIAN LEADER	,										
	(II)	1 127 642	0	0	0	0	0	0			
PHYSICIAN	(1)	1,127,642	0	860	21,488	7,393	1,157,383	0			
	(11)	0	0	0	0	0	0	0			
<b>12</b> JUSTIN CUMMINS MD PHYSICIAN	(1)	1,072,545	0	1,320	21,600	35,376	1,130,841	0			
	(11)	0	0	0	0	0	0	0			
13JEFFREY KLASSEN MD	(1)	1,046,511	0	2,802	21,600	32,492	1,103,405	0			
PHYSICIAN	(11)	n									
	(1)	930,717	0	1 01 0	72.201	27.205	005 202	0			
PHYSICIAN	'n			4,810	22,281	27,395 	985,203				
	(11)	0	0	0	0	0	0	0			
FORMER CHIEF FINANCIAL	(ı)	0	0	0	0	0	0	0			
OFFICER	(11)	478,817	76,167	481,654	44,674	24,693	1,106,005	208,699			
16TIMOTHY ZAGER MD	(1)	249,895	0	47,751	20,453	28,565	346,664	38,611			
FORMER PRESIDENT	(11)	n									
	(1)	0	0	0	0	0	<u> </u>	0			
FORMER SVP SURGICAL											
	(11)	212,251	33,000	2,237	23,159	30,709	301,356	0			
18WILLIAM DURIE MD FORMER SECTION CHAIR	(1)	219,809	0	539	15,892	34,887	271,127	0			
	(11)	0	0	0	o	0	0	0			
19SCOTT ESKURI MD	(1)	672,108	0	3,001	21,600	34,896	731,605	0			
FORMER SECTION CHAIR	, ,										

(A) Name and Title (B) Breakdown of W-2 and/or 1099-MISC compensation (C) Retirement and (D) Nontaxable (E) Total of columns (F) Compensation in other deferred benefits (B)(i)-(D)column (B) (i) Base Compensation (iii) compensation reported as deferred on Other reportable Bonus & incentive prior Form 990 compensation compensation 21WILSON GINETE MD 575,290 1,518 21,600 32,685 631,093 FORMER SECTION CHAIR 1MARK GRIM MD 620,820 720 21,600 35,025 678,165 FORMER SECTION CHAIR 2MELISSA LASPI 167,052 142 8,952 23,056 199,202 FORMER DIRECTOR OF

2,849

14,108

624

450

62,993

11,707

11,228

19,174

20,751

21,600

30,065

33,402

7,425

34,215

34,102

268,901

277,604

289,023

328,373

605,295

5,313

51,714

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

12,463

15,572

211,817

203,294

261,800

272,957

486,600

ANESTHESIOLOGY

3DANIEL MILBRIDGE
OPS ADMIN - VIRGINIA

4MICHAEL MOTLEY OPERATIONS ADMINISTRATOR

5KIM OGLE MD

SECTION CHAIR

OFFICER

6MICHELLE OMAN MD

FORMER SECTION CHAIR

7PATRICK TWOMEY MD

FORMER CHIEF MEDICAL

efile	e GRAPHIC print	- DO NO	T PROCESS As	Filed Data -										LN: 9	34931	.3303	7329	
	edule K rm 990)  Supplemental Information on Tax-Exempt Bonds  Complete if the organization answered "Yes" to Form 990, Part IV, line 24a. Provide descriptions, explanations, and any additional information in Part VI.										омв <b>2</b>	No 154	5-0047 <b>7</b>					
	ment of the Treasury		<b>▶</b> Informatio		➤ Attach to Form 990 K (Form 990) and its	o.			ire gov/for	···000					en to P			
Name	al Revenue Service   of the organization DULUTH CLINIC LTD		Pillormatio	ii about Schedule	K (TOTHI 990) and its	mscruction	5 15 ac <u>v</u>	,	.irs.yov/1011	<u></u>		mploy-			nspeail numbe			
Pai	t I Bond Issu	ies									I							
(a) Issuer name (b) Issuer EIN (c) CUSIP # (d) Date issued			(e) Issue	price		(f) Description of purpose (g) Def				Defeased (h) On behalf of issuer		lf of	(i) Pool financing					
								ļ				res	No	Yes	No	Yes	No	
A I	MN AG & ECON DEV	EL BRD	41-6007162	604920Z43	05-02-2008	42,9	09,274	SRS 2	2008E (SEE I	PART VI)			X		X		Х	
В	CASS COUNTY ND		45-6002205	148047AU7	02-25-2010	59,5	73,111	SRS 2	2008A REOFI	SEE PART V	(I)		Х		Х		Х	
C \	WI HEALTH & EDU F	AC AUTH	39-1337855	97710BSD5	02-25-2010	12,8	54,722	SRS 2	2008B REOFI	(SEE PART V	'I)		Х		Х		Х	
D I	MN AG & ECON DEV	EL BRD	41-6007162	6049202H0	02-25-2010	165,7	17,405	SRS 2	2008C REOF	(SEE PART V	'I)		Х		Х		Х	
Par	Proceeds																	
	Amount of bands r	sturad					Α		Е	1		С				D		
1 2			sed													22,3	80,134	
3							15,260	717		36,008,791			7,769,999 100,167,396				67 206	
4			ls				15,200	3,717	30,000,791			7,703,333						
5			eds															
6																		
7							420	2,876								9	06,723	
8	Credit enhancemer	it from proc	eeds					1,514										
9	Working capital exp	penditures fi	rom proceeds															
10	Capital expenditure	s from proc	eeds															
11	Other spent procee	ds					14,405	5,326		36,008,791			7,769,9	999		99,2	60,673	
12	Other unspent prod	eeds																
13	Year of substantial	completion				20	800		20	10		2010		2010		2010		
						Yes	No	<b>)</b>	Yes	No	Yes		No		Yes	ı	No	
14	Were the bonds iss	ued as part	of a current refunding	ıssue <sup>?</sup>	•	Х			X		Х				Χ			
15	Were the bonds iss	ued as part	of an advance refundi	ing issue?			Х			Х			Х				X	
16	Has the final alloca	tion of proce	eeds been made? .			Х			Х		Х				Χ			
Does the organization maintain adequate books and records to support the final allocation of proceeds?			Х			х		Х				Х						
Part	Private B	usiness U	se					•		•						•		
							Α		В			Ç				D		
1	Was the organization	on a nartner	r in a narthership, or a	member of an IIC	which owned property	Yes	No		Yes	No	Yes		No		Yes		No	
	financed by tax-ex	empt bonds	?	<u></u>			Х			Х			Х				X	
2			ents that may result in		e of bond-financed		х			х			Х				X	
For P	anerwork Reducti	on Act Not	ice, see the Instruct	ions for Form 990	<u>_</u>	Са	t No 50	0193F	<u> </u>				Sc	hedule	K (For	m 990	) 2017	

9

c

Part IV

Arbitrage

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Yes

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Schedule K (Form 990) 2017

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Page 2

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Yes

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No

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Yes

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Yes

Х

	counsel to review any management or service contracts relating to the financed property?			<u> </u>
С	Are there any research agreements that may result in private business use of bond-financed property?	Х	×	>
d	If "Yes" to line 3c, does the organization routinely engage bond counsel or other outside counsel to review any research agreements relating to the financed property?			

Enter the percentage of financed property used in a private business use by entities other than

If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed of . . . If "Yes" to line 8a, was any remedial action taken pursuant to Regulations sections 1 141-12

Has the organization established written procedures to ensure that all nonqualified bonds of

a section 501(c)(3) organization or a state or local government . . . . . Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3)

organization, or a state or local government . . . . . . . . . . . .

Has there been a sale or disposition of any of the bond-financed property to a nongovernmental person other than a 501(c)(3) organization since the bonds were

Does the bond issue meet the private security or payment test? . . .

Penalty in Lieu of Arbitrage Rebate? If "No" to line 1, did the following apply? . . . .

Rebate not due yet? . . . . . .

hedge with respect to the bond issue?

Exception to rebate? . . . . . . .

No rebate due? . . . . . . . . .

If "Yes" to line 2c, provide in Part VI the date the rebate computation was performed . . . . . . Is the bond issue a variable rate issue? . . . . .

Was the hedge superintegrated? . . . . . . Was the hedge terminated? . . . . . . . . .

the issue are remediated in accordance with the requirements under

Has the issuer filed Form 8038-T, Arbitrage Rebate, Yield Reduction and

Has the organization or the governmental issuer entered into a qualified

Has the organization established written procedures to ensure that violations of federal tax requirements are timely identified and corrected through the voluntary closing agreement program

Were gross proceeds invested in a quaranteed investment contract

Was the regulatory safe harbor for establishing the fair market value of

Were any gross proceeds invested beyond an available temporary

Has the organization established written procedures to monitor the

**Procedures To Undertake Corrective Action** 

if self-remediation is not available under applicable regulations?

the GIC satisfied? . . . . . . . . .

requirements of section 148? . . .

Schedule K (Form 990) 2017

(GIC)?

period?

Part V

7.1. 2.1. a.g. (33.1.1.1.2.)		
	Į.	١
	Vec	No

Yes

Yes

Χ

**Supplemental Information.** Provide additional information for responses to questions on Schedule K (see instructions).

Nο

No

Yes

Yes

No

No

Yes

Х

No

Yes

Yes

Page 3

No

Nο

Return Reference	Explanation
SCHEDULE K, PART VI	ADDITIONAL INFORMATION/COMMENTS RELATING TO THE REPORTING OF LIABILITIES BY RELATED ORGANI ZATIONS ESSENTIA HEALTH HAS AN OBLIGATED GROUP CREATED UNDER THE MASTER TRUST INDENTURE W HICH IS COMPOSED OF THE FOLLOWING MEMBERS ESSENTIA HEALTH, CRITICAL ACCESS GROUP, ESSENTIA HEALTH EAST, ESSENTIA HEALTH ST JOSEPH'S MEDICAL CENTER, ESSENTIA HEALTH ST MARY'S-DET ROIT LAKES, ESSENTIA HEALTH ST MARY'S MEDICAL CENTER, ESSENTIA HEALTH ST MARY'S-DET ROIT LAKES, ESSENTIA HEALTH ST MARY'S MEDICAL CENTER, ESSENTIA HEALTH ST MARY'S HOSPITAL-SUPERIOR, ESSENTIA HEALTH BRAINERD SPECIALTY CLINIC, ESSENTIA HEALTH ST MARY'S HOSPITAL-SUPERIOR, ESSENTIA HEALTH HEALTH BRAINERD SPECIALTY CLINIC, ESSENTIA HEALTH CENTRAL, ST MARY'S INNOVIS HE ALTH, THE DULUTH CLINIC, LTD AND ESSENTIA HEALTH WEST (THE "OBLIGATED GROUP MEMBERS") THE OBLIGATED GROUP MEMBERS ARE JOINTLY, AND SEVERALLY OBLIGATED ON ALL INDEBTEDNESS EVIDENCE DOR SECURED BY NOTES ISSUED UNDER THE MASTER TRUST INDENTURE THE SERIES 2008E BONDS ARE SECURED BY NOTES ISSUED UNDER THE MASTER TRUST INDENTURE THE OBLIGATED GROUP MEMBERS ESSENTIA HEALTH EAST, THE DULUTH CLINIC, LTD, ESSENTIA HEALTH, ESSENTIA HEALTH ST MARY'S ME DICAL CENTER AND ESSENTIA HEALTH DULUTH ARE THE CONDUIT BORROWERS OF THE SERIES 2008E BOND S THE CONDUIT BORROWER, THE DULUTH CLINIC, LTD, HAS RECORDED A PORTION OF THE BOND LIABILITY ON ITS BALANCE SHEET WHICH IS CONSOLIDATED WITH ESSENTIA HEALTH THE OBLIGATED GROUP MEMBER, ESSENTIA HEALTH HEST, IS AN INDIRECT BENEFICIARY OF A PORTION OF THE SERIES 2008E BORROWING AND HAS RECORDED A PORTION OF THE BOND LIABILITY ON ITS BALANCE SHEET WHICH IS C ONSOLIDATED WITH ESSENTIA HEALTH HE SERIES 2008A REOFFERED BONDS ARE SECURED BY NOTES IS SUED UNDER THE MASTER TRUST INDENTURE ESSENTIA HEALTH IS THE CONDUIT BORROWER OF THE SERIE 52008A REOFFERED BONDS AND HAS RECORDED A PORTION OF THE BOND LIABILITY ON ITS BALANCE SHEET THE OBLIGATED GROUP MEMBERS, ESSENTIA HEALTH HE SERIES 5008A REOFFERED BONDS ARE SECURED BY NOTES ISSUED UNDER THE MASTER TRUST INDENTURE THE OBLIGATED G

Return Reference	Explanation
SCHEDULE K, PART VI	A HEALTH EAST, ESSENTIA HEALTH ST JOSEPH'S MEDICAL CENTER, ESSENTIA HEALTH ST MARY'S-DET ROIT LAKES, THE DULUTH CLINIC, LTD, ESSENTIA HEALTH, AND ESSENTIA HEALTH ST MARY'S MEDIC AL CENTER ARE THE CONDUIT BORROWERS OF THE SERIES 2008C REOFFERED BONDS THE CONDUIT BORRO WERS, ESSENTIA HEALTH, AND THE DULUTH CLINIC, LT D, HAVE RECORDED A PORTION OF THE BOND LIABILITY ON THEIR BALANCE SHEETS WHICH ARE CONSOL IDATED WITH ESSENTIA HEALTH THE OBLIGATED GROUP MEMBER, ESSENTIA HEALTH WEST IS AN INDIRE CT BENEFICIARY OF A PORTION OF THE SERIES 2008C REOFFERED BORROWING AND HAS RECORDED A POR TION OF THE BOND LIABILITY ON ITS BALANCE SHEET WHICH IS CONSOLIDATED WITH ESSENTIA HEALTH

Return Reference	Explanation
SCHEDULE K, PART I, COLUMN (F)	DESCRIPTION OF PURPOSE SERIES 2008E REFINANCE SERIES 1997 BONDS ISSUED DECEMBER 18, 1997 TO FINANCE EQUIPMENT PURCHASES IN DULUTH, MN AND FINANCE PROPERTY ACQUISITIONS, CAPITAL IMPROVEMENTS AND EQUIPMENT PURCHASES IN NORTHERN MINNESOTA SERIES 2008A REOFFERED REOFFER SERIES 2008 A-1 AND A-2 BONDS ISSUED MARCH 4, 2008 TO REFINANCE A PORTION OF THE ACQUISITION OF CERTAIN ASSETS OF ESSENTIA HEALTH WEST IN CONNECTION WITH THE AFFILIATION OF ESSENTIA HEALTH WITH ESSENTIA HEALTH WEST SERIES 2008B REOFFERED REOFFER SERIES 2008 B-1 BONDS ISSUED MARCH 4, 2008 TO REFUND SERIES 1999B BONDS ISSUED MAY 18, 1999 FOR CONSTRUCTION PROJECTS AND EQUIPMENT PURCHASES IN SUPERIOR, WI AND VARIOUS DULUTH CLINIC LOCATIONS IN NORTHWESTERN WISCONSIN SERIES 2008C REOFFERED REOFFER SERIES 2008 C-5 AND 2008 C-4A BONDS ISSUED MARCH 4, 2008 TO REFUND SERIES 2004 BONDS ISSUED MARCH 19, 2004 FOR VARIOUS ACQUISITIONS, CONSTRUCTION PROJECTS, CAPITAL IMPROVEMENTS AND EQUIPMENT PURCHASES IN DULUTH, BRAINERD, AND DETROIT LAKES, MN AND REFUND SERIES 1999A BONDS ISSUED MAY 18, 1999 FOR VARIOUS ACQUISITIONS, CONSTRUCTION PROJECTS, CAPITAL IMPROVEMENTS AND EQUIPMENT PURCHASES IN BRAINERD, DETROIT LAKES AND DULUTH, MN AND VARIOUS DULUTH CLINIC SITES IN NORTHERN MINNESOTA

Return Reference	Explanation
SCHEDULE K, PART II, LINE 3	ISSUE PRICE THE SERIES 2008E, SERIES 2008A REOFFERED, SERIES 2008B REOFFERED, AND SERIES 2008C REOFFERED BONDS WERE ISSUED BY THE ESSENTIA HEALTH OBLIGATED GROUP THE ISSUE PRICE LISTED IN THE DULUTH CLINIC, LTD 'S SCHEDULE K, PART I, COLUMN (E) REPRESENTS THE ESSENTIA HEALTH OBLIGATED GROUP'S TOTAL BORROWING

Return Reference	Explanation
SCHEDULE K, PART II LINE 3 THROUGH 12	PROCEEDS THE SERIES 2008E, SERIES 2008A REOFFERED, SERIES 2008B REOFFERED, AND SERIES 2008C REOFFERED BONDS WERE ISSUED BY THE ESSENTIA HEALTH OBLIGATED GROUP A PORTION OF THE SERIES 2008E, SERIES 2008A REOFFERED, SERIES 2008B REOFFERED, AND SERIES 2008C REOFFERED BONDS WERE ALLOCATED TO THE DULUTH CLINIC, LTD, AN ESSENTIA HEALTH OBLIGATED GROUP MEMBER THE PROCEEDS LISTED IN THE DULUTH CLINIC, LTD 'S SCHEDULE K, PART II, LINES 3 THROUGH 12 REPRESENT THE DULUTH CLINIC, LTD 'S ALLOCATED PORTION OF THE PROCEEDS

efile GRAPHI	C print - DO N	OT PROCES	S As Fi	led Data -	DLN: 93493133						330:	37329	
Schedule L (Form 990 or 990	Transactions with Interested Persons  ► Complete if the organization answered "Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.  ► Attach to Form 990 or Form 990-EZ.  ► Information about Schedule L (Form 990 or 990-EZ) and its instructions is at							OMB No 1545-0047					
Department of the Trea Internal Revenue Serv	asurv	ormation abo	out Schedu	ıle L (Form 99 <u>www.irs.gov</u>		) and its inst	ructio	ns is	at	C	pen		ublic
Name of the org							En	nplo	yer ide	entifica	tion r	umb	er
	ic LID						41	-088	3623				
	ss Benefit Tra lete if the organiza												
	) Name of disqual			Relationship be					escrip		(d	) Cor	rected?
					organization			tr	ansact	ion	Y	es	No
Part II Los Cor rep (a) Name of	ans to and/or nplete if the orgar orted an amount (  (b) Relationship with organization	From Interdization answer	ested Per red "Yes" or Part X, line ! (d) Loan	<b>sons.</b> n Form 990-EZ 5, 6, or 22			90, Par (g) defa	In	( Appro	h) (i)W ved by agree rd or		i)Writ	ten:
			То	From			Yes	No	Yes	No	Yes		No
										1			
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					<u> </u>								
Total Part IIII Gra	nts or Assista	nce Benefit	ina Inter		> \$ ne								
	nplete if the org					line 27.							
(a) Name of Inter	rested person (t	o) Relationship terested perso organizati	n and the	(c) Amount	of assistance	<b>(d)</b> Type	of assi	stand	e	<b>(e)</b> Pu	rpose (	of assi	stance
									+				
									$\dashv$				
	luction Act Notice	Al TA	f F-	000 000 1	- <b>7</b> C.	at No. 500564				I (Form			

Complete if the organization a	answered "Yes" on Forr	n 990, Part IV, line 288	a, 28b, or 28c.		
(a) Name of Interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	transaction		haring of zation's nues?
				Yes	No
(1) DAVID GORDON MD	RELATED TO MICHAEL MOTLEY	· '	COMPENSATION OF A FAMILY MEMBER OF A FORMER KEY EMPLOYEE		No
(2) PATRICIA GRAHEK MD	RELATED TO WILLIAM DURIE, MD	<u>'</u>	COMPENSATION OF A FAMILY MEMBER OF A FORMER KEY EMPLOYEE		No

Explanation

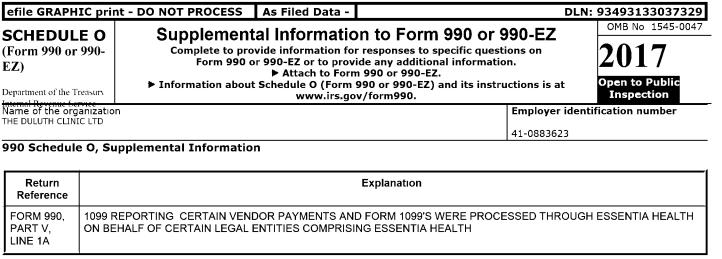
Schedule I (Form 990 or 990-FZ) 2017

Provide additional information for responses to questions on Schedule L (see instructions)

Return Reference

Part V

**Supplemental Information** 



990 Schedule O, Supplemental Information

Return

Reference	
FORM 990,	MEMBERS OF ORGANIZATION ESSENTIA HEALTH EAST IS THE SOLE SHAREHOLDER OF THE DULUTH CLINIC, LTD
PART VI,	AND MAY ELECT ONE OR MORE MEMBERS OF THE GOVERNING BODY AS DESCRIBED IN SCHEDULE O, PART VI, LINE
SECTION A,	7A ESSENTIA HEALTH AND ESSENTIA HEALTH EAST HAVE RESERVED POWERS WITH RESPECT TO THE DULUTH
LINE 6	CLINIC. LTD AS DESCRIBED IN SCHEDULE O. PART VI. LINE 7B

Explanation

Return Explanation
Reference

FORM 990, PART VI, SECTION A, LINE 7A

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7B	MEMBER WITH RIGHT TO APPROVE GOVERNING BODY DECISION THE DULUTH CLINIC, LTD IS A SUBSIDIARY OF ESSENTIA HEALTH, WHOSE BOARD OF DIRECTORS HAS RESERVED POWERS WITH RESPECT TO THIS CORPORATION AND ITS SUBSIDIARIES, AND ALL OF THE OTHER DIRECT AND INDIRECT SUBSIDIARIES OF ESSENTIA HEALTH (COLLECTIVELY, THE "SYSTEM") ESSENTIA HEALTH'S RESERVED POWERS ARE AS FO LLOWS STRATEGIC AND BUSINESS PLANS AUTHORITY TO CREATE, AND TO APPROVE, THE SYSTEM'S STR ATEGIC AND BUSINESS PLANS MISSION AUTHORITY TO CREATE, AND TO APPROVE, THE SYSTEM'S STR ATEGIC AND BUSINESS PLANS MISSION AUTHORITY TO CREATE, AND TO APPROVE, THE MISSION, PURP OSE AND VISION STATEMENTS FOR ALL ENTITIES IN THE SYSTEM BY THE AFFIRMATIVE VOTE OF AT LEA ST 67% OF THE ESSENTIA HEALTH BOARD OF DIRECTORS DEBT APPROVAL OF THE INCURRENCE OF DEBT BY, AND THE CREATION OF ALL MORTGAGES, LIENS, SECURITY INTERESTS, OR OTHER ENCUMBRANCES ON THE ASSETS OF, ALL ENTITIES IN THE SYSTEM IN EXCESS OF THE SINGLE OR ANNUAL AGGREGATE DO LLAR LIMITS PRESCRIBED IN WRITING BY THE ESSENTIA HEALTH BOARD OF DIRECTORS, AND THE AUTHOR ITY TO CAUSE ALL ENTITIES IN THE SYSTEM TO PARTICIPATE IN SYSTEM BORROWING GOVERNING INS TRUMENTS AUTHORITY TO CAUSE, AND TO APPROVE, AMENDMENTS OF THE ARTICLES OF INCORPORATION AND BYLAWS AND/OR CERTIFICATES OF FORMATION AND PERATING AGREEMENTS OF ALL ENTITIES IN THE SYSTEM MERGERS AND ACQUISITIONS AUTHORITY TO CAUSE, AND TO APPROVE, ALL MERGERS, CONSO LIDATIONS, AND DISSOLUTIONS OF ALL ENTITIES IN THE SYSTEM AFFILIATIONS AND JOINT VENTURES AUTHORITY TO CAUSE, AND TO APPROVE, ALL AFFILIATIONS, JOINT VENTURES AND OTHER ALLIANCES WITH THIRD PARTIES OF ALL ENTITIES IN THE SYSTEM TO TRANSFER ASSETS, INCLUDING CASH, BETWEEN AND AMONG ENTITIES WITHIN THE SYSTEM TO TRANSFER THE SYSTEM AUTHORITY TO BE IN DEFAULT OF ITS CO VENANTS OR OBLIGATIONS UNDER ANY BOND OR OTHER FINANCING DOCUMENTS, (B) FROM THE CATHOLIC ENTITIES TO THE SYSTEM TO TRANSFER ASSETS (A) THAT WOULD CAUSE SUCH ENTITY TO BE IN DEFAULT OF ITS CO VENANTS OR OBLIGATIONS UNDER ANY BOND OR OTHER FINANC

Return

Reference	
FORM 990, PART VI, SECTION A, LINE 7B	THIN ALL ENTITIES IN THE SYSTEM BUDGETS APPROVAL OF CAPITAL AND OPERATING BUDGETS OF ALL ENTITIES IN THE SYSTEM PROFESSIONAL SERVICES SELECTION OF THE GENERAL LEGAL COUNSEL AND EXTERNAL AUDITORS OF ALL ENTITIES IN THE SYSTEM ACQUISITIONS AUTHORITY TO CAUSE, AND TO APPROVE, ALL ACQUISITIONS BY AND FORMATIONS OF ENTITIES IN THE SYSTEM MARKETING AUTHORITY TO IMPLEMENT SYSTEM-WIDE MARKETING AND PROMOTIONAL ACTIVITIES COMPLIANCE PLANS AUTHORITY TO CREATE, AND TO APPROVE, CORPORATE COMPLIANCE, SAFETY AND RISK MANAGEMENT PLANS FOR ENTITIES WITHIN THE SYSTEM QUALITY PLAN AUTHORITY TO CREATE, AND TO APPROVE, THE SYSTEM'S QUALITY PLAN NON-BUDGETED PURCHASES APPROVAL OF NON-BUDGETED CAPITAL PURCHASES AND LEA SES IN EXCESS OF THE SINGLE OR ANNUAL AGGREGATE DOLLAR LIMITS PRESCRIBED IN WRITING BY ESS ENTIA HEALTH FOR ENTITIES WITHIN THE SYSTEM HUMAN RESOURCES AUTHORITY TO CREATE HUMAN RE SOURCE POLICIES AND PROCEDURES WITHIN THE SYSTEM RESERVED POWERS AUTHORITY TO CREATE ADD ITIONAL ESSENTIA HEALTH RESERVED POWERS BY THE AFFIRMATIVE VOTE OF AT LEAST 80% OF THE ESS ENTIA HEALTH BOARD OF DIRECTORS (EXCLUDING THE ESSENTIA HEALTH CEO), PROVIDED, HOWEVER, TH AT ANY ADDITIONAL ESSENTIA HEALTH RESERVED POWERS SHALL NOT CONTRAVENE OR HINDER THE RESER VED POWERS OF BENEDICTINE SISTERS BENEVOLENT ASSOCIATION

Explanation

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7B	FORM 990, PART VI, LINE 7B CONTINUED ESSENTIA HEALTH EAST HAS THE FOLLOWING RESERVED POWER S OVER ALL ITS SUBSIDIARIES QUALITY, SAFETY AND SERVICE AUTHORITY TO RECOMMEND QUALITY AND SAFETY INITIATIVES AND TO REVIEW AND EXECUTE APPROVED QUALITY AND SAFETY PLANS FOR THE EAST MARKET INISION, VISION AND VALUES AUTHORITY TO CREATE A MISSION AND A VISION THAT S UPPORT THE MISSION AND VISION OF ESSENTIA HEALTH, RESPONSIBILITY TO OVERSEE THE MISSION PE RFORMANCE, INCLUDING CHARITY CARE, OF ALL FACILITIES WITHIN THE EAST MARKET, RESPONSIBILITY TO ADOPT THE VALUES OF ESSENTIA HEALTH OPERATING AND FINANCIAL PERFORMANCE RESPONSIBILITY TO OVERSEE THE OPERATING AND FINANCIAL PERFORMANCE OF THE EAST MARKET DEVELOPMENT OF BUDGETS, STRATEGIC PLANS AND STRATEGY MAP AUTHORITY TO DEVELOP AND RECOMMEND, BASED ON ES SENTIA HEALTH TARGETS, CAPITAL AND OPERATING BUDGETS FOR THE EAST MARKET AND ITS FACILITIE S, AUTHORITY TO RECOMMEND, WITHIN THE ESSENTIA HEALTH CONTEXT, MARKET AND LOCAL STRATEGIC PLANS FOR THE EAST MARKET, AUTHORITY TO DEVELOP EAST MARKET GOVERNANCE STRATEGY MAP AND BA LANCED SCORECARD WITHIN ESSENTIA HEALTH'S SYSTEM STRATEGY TO MEET SYSTEM GOALS NON-BUDGET ED EXPENDITURES AUTHORITY TO APPROVE NON-BUDGETED CAPITAL PURCHASES AND LEASES FOR EAST MARKET FACILITIES WITHIN DOLLAR LIMITS DEFINED BY ESSENTIA HEALTH ACCREDITATION AND LICENS URE RESPONSIBILITY TO OVERSEE ACCREDITATION AND LICENSURE COMPLIANCE FOR THE FACILITIES OF THE EAST MARKET AFFILLATIONS, ACQUISITIONS AND JOINT VENTURES AUTHORITY TO RECOMMEND P ROPOSED AFFILLATIONS, ACQUISITIONS, AND JOINT VENTURES AND OTHER ALLANCES, RESPONSIBILITY TO OVERSEE NEGOTIATION AND INPLEMENTATION OF ALL APPROVE DA AFFILLATIONS, JOINT VENTURES AND OTHER ALLIANCES, RESPONSIBILITY TO OVERSEE NEGOTIATION AND IMPLEMENTATION OF APPROVED ACQUISITIONS AND OPERATION OF ALL APPROVED AFFILLATIONS, JOINT VENTURES AND OTHER ALLIANCES WITH THIRD PARTIES WITHIN THE EAST MARKET APPOINTMENT OF DIRECTORS OF THE DIRECTORS OF THE DIRECT SUBSIDIARIES, AND TO REMOVE SUCH DIRECTORS, WITHOR WITHOUT CAU

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7B	S COMPENSATION PHILOSOPHY PRESIDENT/CHIEF MEDICAL OFFICER BY ACTION OF THE PRESIDENT OF ESSENTIA HEALTH EAST, AUTHORITY TO APPOINT AND REMOVE, WITH OR WITHOUT CAUSE, THE PRESIDEN T/CHIEF MEDICAL OFFICER OF ANY OF THE DIRECT SUBSIDIARIES PUBLIC POLICY RESPONSIBILITY TO SUPPORT ESSENTIA HEALTH PUBLIC POLICY AND ADVOCACY PLANS MARKETING RESPONSIBILITY TO C OORDINATE LOCAL MARKETING AND PROMOTIONAL ACTIVITIES CONSISTENT WITH ESSENTIA HEALTH MARKE TING PLANS PHILANTHROPY RESPONSIBILITY TO COORDINATE PHILANTHROPY WITH ESSENTIA HEALTH F OUNDATION POLICIES PROFESSIONAL SERVICES RESPONSIBILITY TO OVERSEE EAST MARKET MANAGEMEN T'S COOPERATION WITH EXTERNAL AUDITORS AND GENERAL LEGAL COUNSEL SELECTED BY ESSENTIA HEALT HAND COORDINATION OF LEGAL SERVICES THROUGH THE ESSENTIA HEALTH OFFICE OF GENERAL COUNSE L CATHOLIC FACILITIES RESPONSIBILITY TO OVERSEE IMPLEMENTATION OF BSBA-APPROVED METHODS, POLICIES AND PROCEDURES PERTAINING TO ADHERENCE BY THE EAST MARKET CATHOLIC FACILITIES WITH THE ETHICAL AND RELIGIOUS DIRECTIVES FOR CATHOLIC HEALTH CARE SERVICES AND USE OF RELIGIOUS SYMBOLS, DISTINGUISHING ELEMENTS AND PRAYERS PROJECTS INVOLVING REAL ESTATE AUTHORITY TO RECOMMEND FACILITY DEVELOPMENT PROJECTS, SUBJECT TO THE APPROVAL OF ESSENTIA HEALTH, RESPONSIBILITY TO OVERSEE EXECUTION OF APPROVED DEVELOPMENT PROJECTS ACCORDING TO ESSENTI A HEALTH POLICIES

Return Explanation
Reference

FORM 990, COMMITTEES THERE ARE NO COMMITTEES WITH AUTHORITY TO ACT ON BEHALF OF THE GOVERNING BODY SECTION A, LINE 8B

990 Schedule O, Supplemental Information

Peturn

Reference	Explanation
PART VI, SECTION B,	FORM 990 REVIEW PROCESS THE 2017 FORM 990, INCLUDING ALL SCHEDULES, WAS REVIEWED BY THE DULUTH CLINIC, LTD 'S MANAGEMENT AND GOVERNING BODY PRIOR TO FILING WITH THE INTERNAL REVENUE SERVICE EACH CURRENT DIRECTOR OF THE GOVERNING BODY RECEIVED A COPY OF THE 2017 FORM 990 THE DULUTH CLINIC, LTD 'S FINANCE LEADER REVIEWED THE FORM AND SCHEDULES AND ANY QUESTIONS WERE DISCUSSED

Evolunation

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 12C	MONITORING AND ENFORCING CONFLICT OF INTEREST POLICY ESSENTIA HEALTH'S COMPREHENSIVE CONF LICT OF INTEREST PROGRAM PREVENTS, DETECTS AND RESOLVES ACTUAL CONFLICTS OF INTERESTS OR T HE ACTUAL OR POTENTIAL APPEARANCE OF SUCH FIDUCIARIES, DEFINED AS AN ESSENTIA HEALTH BOAR D MEMBER/TRUSTEE, OFFICER, BOARD COMMITTEE MEMBER, SENIOR MANAGEMENT EMPLOYEE, OR ANY OTHE RS CONSIDERED TO BE IN A POSITION OF INFLUENCE, ARE COVERED UNDER ESSENTIA HEALTH'S CONFLICT OF INTEREST PROGRAM UPON INITIAL APPOINTMENT, EACH FIDUCIARY MUST COMPLETE AN INITIAL CONFLICT OF INTEREST STATEMENT AND DISCLOSURE QUESTIONNAIRE AT THE CONCLUSION OF EACH CAL ENDAR YEAR, EACH FIDUCIARY MUST COMPLETE AN ANNUAL CONFLICT OF INTEREST STATEMENT AND DISCLOSURE QUESTIONNAIRE AS NEEDED, A FIDUCIARY WILL UPDATE HISHER MOST RECENTLY COMPLETED Q UESTIONNAIRE EACH TIME THE FIDUCIARY BECOMES AWARE OF A FINANCIAL INTEREST, A POTENTIAL CO NFLICT, OR CHANGE TO ANY INFORMATION THAT THE PIDUCIARY PREVIOUSLY REPORTED ESSENTIA HEALT H'S CHIEF COMPLIANCE OFFICER WILL COLLECT THE QUESTIONNAIRES AND EVALUATE THE DISCLOSURES IF A FIDUCIARY HAS A POTENTIAL CONFLICT OF INTEREST, THE CHIEF COMPLIANCE OFFICER MILL COLLECT THE MAY ALSO CONSULT WITH ESSENTIA HEALTH'S CHIEF COMPLIANCE OFFICER MULL COLLECT THE MAY ALSO CONSULT WITH ESSENTIA HEALTH'S BOARD AND AUDIT COMMITTEE CHAIRS, SENIOR MANAGEMENT, LEGAL DEPARTMENT, OR AP PROPRIATE REPRESENTATIVES FROM ESSENTIA HEALTH THE CHIEF COMPLIANCE OFFICER MAY ALSO CONSULT WITH ESSENTIA HEALTH AUDIT COMMITTEE AND THE EALTH BOARD OF DIRECTORS ANY ACTUAL OR POTENTIAL CONFLICTS OF INTEREST DISCLOSED BY THE FIDUCIARY, ALONG WITH RECOMMENDED ACTION S THE ESSENTIA HEALTH AUDIT COMMITTEE AND THE HEALTH BOARD OF DIRECTORS (OR DESIGNEE) WILL THEN DETERMINE WHETHER TO APP ROVE THE SITUATION OR TO IMPLEMENT SPECIAL CONTROLS TO MANAGE THE POTENTIAL CONFLICT OF INTEREST DISCLOSED BY THE FIDUCIARY, ALONG WITH RECOMMENDED ACTION S THE ESSENTIA HEALTH BOARD OF DIRECTORS (OR DESIGNEE) SOLE DISCRETION, AND ITS CONFLICT OF INTEREST, SPECIAL CONTROLS ON D

Return

Reference	
FORM 990,	S REQUEST B IF THE CONFLICT INVOLVES A SPECIFIC TRANSACTION OR DECISION, THE FIDUCIARY WILL FULLY
PART VI,	DISCLOSE THEIR INTEREST AND ALL RELATED MATERIAL FACTS THE BOARD OR COMMITTEE O F THE BOARD WILL
SECTION B,	DETERMINE WHETHER THE CONTEMPLATED TRANSACTION MAY BE AUTHORIZED AS JUST, FAIR, AND REASONABLE
LINE 12C	TO ESSENTIA HEALTH OR ITS AFFILIATE(S) IF THE BOARD DETERMINES A CO NFLICT DOES NOT EXIST, THE
	FIDUCIARY MAY PROCEED WITH THE TRANSACTION, HOWEVER, HE OR SHE WILL NOT BE ELIGIBLE TO VOTE ON
	RELATED ISSUES SHOULD THEY ARISE IF THE BOARD DETERMINES A CONFLICT DOES EXIST, THE FIDUCIARY WILL
	BE NOTIFIED OF THE DECISION REGARDING WHETHER TH E CONTEMPLATED TRANSACTION WILL BE AUTHORIZED
	AS JUST, FAIR, AND REASONABLE FORM 990, PAR T VI, LINE 12 POLICY APPLIES TO DISREGARDED ENTITY,
	ESSENTIA HEALTH SANDSTONE MEDICAL, LLC FORM 990, PART VI, LINE 13 POLICY APPLIES TO DISREGARDED
	ENTITY, ESSENTIA HEALTH SANDSTO NE MEDICAL, LLC FORM 990, PART VI, LINE 14 POLICY APPLIES TO
	DISREGARDED ENTITY, ESSENTIA HEALTH SANDSTONE MEDICAL, LLC FORM 990, PART VI, LINE 15 POLICY APPLIES
	TO DISREGARDED E NTITY. ESSENTIA HEALTH SANDSTONE MEDICAL. LLC

Explanation

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 15	PROCESS FOR DETERMINING COMPENSATION THE INDEPENDENT EXECUTIVE COMPENSATION COMMITTEE OF ESSENTIA HEALTH'S BOARD OF DIRECTORS IS AUTHORIZED TO FULFILL THE BOARD'S RESPONSIBILITIES REGARDING EXECUTIVE COMPENSATION CONSISTENT WITH ESSENTIA'S MISSION, VALUES AND TAX-EXEMPT STATUS, AND THE EXECUTIVE COMPENSATION COMMITTEE'S CHARTER THE EXECUTIVE COMPENSATION COMMITTEE MEETS AT LEAST TWICE ANNUALLY TO CARRY OUT ITS RESPONSIBILITIES, WHICH INCLUDE, BUT ARE NOT LIMITED TO, ESTABLISHING, REVIEWING AND MODIFYING, AS APPROPRIATE, REASONABLE COMPENSATION AND BENEFITS FOR DESIGNATED ESSENTIA EXECUTIVES WHO ARE OFFICERS OR KEY EMPLOYEES OF ESSENTIA OR ANY OF ITS AFFILIATES WHICH MAY BE PAID BY RELATED ORGANIZATIONS THE EXECUTIVE COMPENSATION COMMITTEE ENGACES QUALIFIED INDEPENDENT COMPENSATION ADVISORS TO PROVIDE OBJECTIVE AND IMPARTIAL COMPARATIVE DATA AND TO EXPRESS OPINIONS ON TOTAL COMPENSATION REASONABLENESS THE EXECUTIVE COMPENSATION COMMITTEE MAY REQUEST ITS INDEPENDENT ADVISORS TO MONITOR COMPARABILITY DATA AND MARKETPLACE TRENDS, MAKE APPROPRIATE RECOMMENDATIONS REGARDING SALARY RANGES, AND PERIODICALLY REVIEW THE MARKET COMPETITIVENESS OF ESSENTIA EXECUTIVE COMPENSATION PACKAGES PRIOR TO ESTABLISHING OR ADJUSTING EXECUTIVE COMPENSATION, THE EXECUTIVE COMPENSATION OR ADJUSTMENTS THE EXECUTIVE COMPENSATION COMMITTEE WILL OBTAIN AND RELY UPON APPROPRIATE DATA AS TO COMPARABILITY OF THE PROPOSED COMPENSATION OR ADJUSTMENTS THE EXECUTIVE COMPENSATION COMMITTEE WILL ADEQUATELY DOCUMENT THE BASIS FOR ITS DETERMINATION CONCURRENTLY WITH MAKING THOSE DETERMINATIONS THE EXECUTIVE COMPENSATION ON AND APPROVAL OF THE PROPOSED COMPENSATION AND THE DATE APPROVED, THE EXECUTIVE COMPENSATION COMMITTEE MEMBERS PRESENT DURING THE EXECUTIVE COMPENSATION (DIBNITIFICATION OF THE PROPOSED COMPENSATION AND THOSE WHO VOTED ON THE PROPOSED COMPENSATION COMMITTEE AND HOW THE DATA WAS OBTAINED, AND ACTIONS BY A MEMBER OF THE EXECUTIVE COMPENSATION COMMITTEE HAVING A CONFLICT OF INTEREST, AND DOCUMENTATION OF THE BASIS FOR THE DETERMINATION

990 Schedule O, Supplemental Information

Return Explanation

Reference

FORM 990,	AVAILABILITY OF GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS TO THE
PART VI,	PUBLIC GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS ARE MADE
SECTION C,	AVAILABLE TO THE PUBLIC UPON REQUEST FOR THE SAME PERIOD OF DISCLOSURE AS SET FORTH IN SECTION
LINE 19	6104(D)

Return

Pafaranca

Reference	
FORM 990,	ESSENTIA HEALTH DULUTH, ESSENTIA HEALTH ST. MARY'S MEDICAL CENTER, AND THE DULUTH CLINIC, LTD
PART IX,	ALLOCATE CERTAIN REVENUES AND EXPENSES DIRECTLY TO ESSENTIA HEALTH DULUTH, ESSENTIA HEALTH ST
LINE 24E	MARY'S MEDICAL CENTER, THE DULUTH CLINIC, LTD , ESSENTIA HEALTH SANDSTONE, ESSENTIA HEALTH ST MARY'S
	HOSPITAL-SUPERIOR, ESSENTIA HEALTH NORTHERN PINES, ESSENTIA HEALTH POLINSKY MEDICAL REHABILITATION
	CENTER, ESSENTIA HEALTH DEER RIVER, AND ESSENTIA HEALTH VIRGINIA, ALL RELATED ORGANIZATIONS NET
	AFFILIATE REVENUE AND EXPENSE ALLOCATIONS OF \$355,163 INCLUDE THE FOLLOWING TYPES OF REVENUE AND
	EXPENSES PATIENT REVENUE, NONPATIENT REVENUE, INVESTMENT INCOME, AMORTIZATION AND DEPRECIATION,
	INTEREST, PROFESSIONAL FEES, PURCHASED SERVICES, REPAIRS AND MAINTENANCE, SALARIES, WAGES, AND
	RELATED BENEFITS, SUPPLIES, UTILITIES, INSURANCE, BAD DEBT, AND OTHER EXPENSES

Explanation

Return Explanation

Deference

Reference	
FORM 990,	DEFINED BENEFIT PENSION PLAN LIABILITY ADJUSTMENT 1,644,450 NET ASSET TRANSFER WITH RELATED ORG
PART XI,	-401,439 BOOK/TAX DIFFERENCE RELATED TO QUALIFIED TRANSPORTATION BENEFITS -75,904 BOOK/TAX
LINE 9	DIFFERENCE RELATED TO PARTNERSHIP INVESTMENTS -2.250

990 Schedule O, Supplemental Information

Return Explanation

Reference	
FORM 990,	CONSOLIDATED A-133 THE DULUTH CLINIC, LTD , AS PART OF ESSENTIA HEALTH'S CONSOLIDATED FINANCIAL
PART XII	STATEMENTS, WAS REQUIRED AND UNDERWENT A CONSOLIDATED AUDIT SET FORTH IN THE SINGLE AUDIT ACT

LINE 3

AND OMB CIRCULAR A-133 THE CONSOLIDATED AUDIT IS REVIEWED BY THE ESSENTIA HEALTH AUDIT COMMITTEE

efile GRAPHIC print - DO NOT PROCESS As Filed Data -DLN: 93493133037329 OMB No 1545-0047 **SCHEDULE R Related Organizations and Unrelated Partnerships** 2017 (Form 990) ► Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37. ▶ Attach to Form 990. Open to Public ▶ Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990. Department of the Treasury Inspection Internal Revenue Service Name of the organization Employer identification number THE DULUTH CLINIC LTD 41-0883623 Identification of Disregarded Entities Complete if the organization answered "Yes" on Form 990, Part IV, line 33. Part I (a) (b) (c) (d) (e) (f) Name, address, and EIN (if applicable) of disregarded entity Primary activity Legal domicile (state Total income End-of-year assets Direct controlling or foreign country) entity (1) ESSENTIA HEALTH SANDSTONE MEDICAL LLC CLINIC 354,369 8,101,506 THE DULUTH CLINIC LTD DE 502 E 2ND ST DULUTH, MN 55805 47-5153885

Part II Identification of Related Tax-Exempt Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year. See Additional Data Table (b) (c) (d) (e) (g) Name, address, and EIN of related organization Legal domicile (state Exempt Code section Public charity status Direct controlling Section 512(b) Primary activity or foreign country) (if section 501(c)(3)) (13) controlled entity entity? Yes No For Paperwork Reduction Act Notice, see the Instructions for Form 990. Cat No 50135Y Schedule R (Form 990) 2017

(a)		(b)	(c)	(d	)	(e)	(1	f)	(g)	(H	1)	(1)	(	j)	(k	k)
(a) Name, address, and EIN of related organization		Primary activity		Dire contro enti	ct Iling	Predomina	ant Sha ited, total i d, om	Share of total income	Share of	Disproprtiona		Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	General or managing partner?		r Perce owne	ntage ership
						314)				Yes	No		Yes	No		
(1) PMC-GATEWAY IMAGING LLC 705 LUNDORFF DR S SANDSTONE, MN 55072 26-1634764	IMAGING SERVICES	MN	N/A		N/A					No			No			
Part IV Identification of Related Organization because it had one or more related or more rela	zations Taxable as a organizations treated	   <b>Corporation</b>   as a corporation	or Tru on or tr	<u> </u>   <b>st</b> Com ust dur	plete	I If the org ne tax yea	anızatıor İr.	n ans	wered "Ye	s" on l	l Form	<u> </u> 990, Part I	V, lın	e 34		
(a) Name, address, and EIN of related organization	<b>(b)</b> Primary activity	(b)			(d) Direct controlling T		(e)	corp,	(f) Share of tot Income	al Sha	(g) re of en year assets	ow	( <b>h)</b> - Percentag ownership		Section (13) co	
(1)ESSENTIA HEALTH INSURANCE SERVICES SPC LTD	SELF INSURANCE		CJ		N/A		С								Yes	No
PO BOX 1159 GRAND CAYMAN CJ 000000000																
	1	ı			1		I								I	1

See Additional Data Table

(a) Name of related organization

Part V Transactions With Related Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.			
Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule		Yes	No
1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a Receipt of (i) interest, (ii) annuities, (iii) royalties, or(iv) rent from a controlled entity	1a	Yes	
<b>b</b> Gift, grant, or capital contribution to related organization(s)	1b		No
c Gift, grant, or capital contribution from related organization(s)	1c	Yes	
d Loans or loan guarantees to or for related organization(s)	1d		No
e Loans or loan guarantees by related organization(s)	1e	Yes	
f Dividends from related organization(s)	1f		No
g Sale of assets to related organization(s)	<b>1</b> g		No
h Purchase of assets from related organization(s)	1h		No

Page 3

1r Yes

1s Yes

Schedule R (Form 990) 2017

(d) Method of determining amount involved

e Loans or loan guarantees by related organization(s)	es
e Loans of loan guarantees by related organization(s)	
f Dividends from related organization(s)	No
g Sale of assets to related organization(s)	No
h Purchase of assets from related organization(s)	No
i Exchange of assets with related organization(s)	No
j Lease of facilities, equipment, or other assets to related organization(s)	No

е	Loans or loan guarantees by related organization(s)	1e	Yes	
f	Dividends from related organization(s)	1f		No
g	Sale of assets to related organization(s)	<b>1</b> g		No
h	Purchase of assets from related organization(s)	1h		No
i	Exchange of assets with related organization(s)	1i		No
j	Lease of facilities, equipment, or other assets to related organization(s)	1j		No
k	Lease of facilities, equipment, or other assets from related organization(s)	1k		No
ı	Performance of services or membership or fundraising solicitations for related organization(s)	11		No
m	Performance of services or membership or fundraising solicitations by related organization(s)	1m	Yes	
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n		No
О	Sharing of paid employees with related organization(s)	10		No

f	Dividends from related organization(s)	1f		No
g	Sale of assets to related organization(s)	<b>1</b> g		No
h	Purchase of assets from related organization(s)	1h		No
i	Exchange of assets with related organization(s)	1i		No
j	Lease of facilities, equipment, or other assets to related organization(s)	<b>1</b> j		No
k	Lease of facilities, equipment, or other assets from related organization(s)	1k		No
ı	Performance of services or membership or fundraising solicitations for related organization(s)	11		No
n	Performance of services or membership or fundraising solicitations by related organization(s)	1m	Yes	T
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n		No
0	Sharing of paid employees with related organization(s)	10		No
p	Reimbursement paid to related organization(s) for expenses	1p	Yes	+
q	Reimbursement paid by related organization(s) for expenses	<b>1</b> q	Yes	
				T

(b)

Transaction

type (a-s)

(c)

Amount involved

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

Part VI Unrelated Organizations Taxable as a Partnership Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships

was not a related organization. See instructions regarding exclusion for certain investment particles inps													
<b>(a)</b> Name, address, and EIN of entity	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512- 514)		(e) e all partners section 501(c)(3) ganizations?	(f) Share of total Income	(g) Share of end-of-year assets	(h) Disproprtiona allocations?		(1) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)			(k) Percentage ownership
			514)	Yes	No			Yes	No		Yes	No	
										Schedul	e R (Forn	1 99	0) 2017

Schedule R (Form 990) 2017

HEALTH SYSTEM, ESSENTIA HEALTH CENTRAL BRAINERD MEDICAL CENTER, INC., ESSENTIA HEALTH BRAINERD SPECIALTY CLINIC BRIDGES MEDICAL CENTER, ESSENTIA HEALTH ADA DEER RIVER HEALTHCARE CENTER, INC., ESSENTIA HEALTH DEER RIVER FIRST CARE MEDICAL SERVICES, ESSENTIA HEALTH FOSSTON GRACEVILLE HEALTH CENTER, ESSENTIA HEALTH HOLY TRINITY HOSPITAL INNOVIS HEALTH, LLC, ESSENTIA HEALTH WEST MIDWEST MEDICAL EQUIPMENT AND SUPPLIES, INC., ESSENTIA HEALTH MEDICAL EOUIPMENT & SUPPLIES NORTHERN PINES MEDICAL CENTER, ESSENTIA HEALTH NORTHERN PINES PINE MEDICAL CENTER, ESSENTIA HEALTH SANDSTONE POLINSKY MEDICAL REHABILITATION CENTER, ESSENTIA HEALTH POLINSKY MEDICAL REHABILITATION CENTER SMDC

MEDICAL CENTER, ESSENTIA HEALTH DULUTH ST JOSEPH'S MEDICAL CENTER, ESSENTIA HEALTH ST JOSEPH'S MEDICAL CENTER ST MARY'S DULUTH CLINIC HEALTH SYSTEM, ESSENTIA HEALTH EAST ST. MARY'S EMS, ESSENTIA HEALTH ST. MARY'S EMERGENCY MEDICAL SERVICES-DETROIT LAKES ST. MARY'S HOSPITAL OF SUPERIOR, ESSENTIA HEALTH ST MARY'S HOSPITAL-SUPERIOR ST MARY'S MEDICAL CENTER, ESSENTIA HEALTH ST MARY'S MEDICAL CENTER ST

MARY'S REGIONAL HEALTH CENTER, ESSENTIA HEALTH ST MARY'S-DETROIT LAKES

Schedule R (Form 990) 2017

Software ID: **Software Version:** 

**EIN:** 41-0883623

Name: THE DULUTH CLINIC LTD

Form 990, Schedule R, Part II - Identification of Rel			(4)	1-3	1 (5)	,	٠,١
(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c) (3))	<b>(f)</b> Direct controlling entity	Section (b)(contribute)	n 512 [13] folled
	CURRORTING OF S		E04/03/53	LTNE 405	FGGENTA	Yes	No
2024 S 6TH ST BRAINERD, MN 56401 37-1532145	SUPPORTING ORG	MN	501(C)(3)	LINE 12B, II	ESSENTIA HEALTH	Yes	
2024 S 6TH ST BRAINERD, MN 56401	CLINIC	MN	501(C)(3)	LINE 3	BRAINERD LAKES INTEGRATED HEALTH SYSTEM	Yes	
201 9TH ST W	HOSPITAL/CLINIC	MN	501(C)(3)	LINE 3	INNOVIS HEALTH LLC	Yes	
ADA, MN 56510 20-0479568				ļ		.,	
301 CEDAR OROFINO, ID 83544 82-0497771	HOSPITAL/CLINIC	ID	501(C)(3)	LINE 3	CRITICAL ACCESS GROUP	Yes	
503 E 3RD ST STE 400 DULUTH, MN 55805 26-1219624	SUPPORTING ORG	MN	501(C)(3)	LINE 12B, II	ESSENTIA HEALTH	Yes	
115 10TH AVE NE DEER RIVER, MN 56636 41-0844574	HOSPITAL/CLINIC/SKILLED NURSING FACILITY	MN	501(C)(3)	LINE 3	ST MARY'S DULUTH CLINIC HEALTH SYSTEM	Yes	
502 E 2ND ST DULUTH, MN 55805 20-0360007	SUPPORTING ORG	MN	501(C)(3)	LINE 12C, III-FI	N/A		No
502 E 2ND ST DULUTH, MN 55805 27-1984704	FOUNDATION	MN	501(C)(3)	LINE 7	ESSENTIA HEALTH	Yes	
502 E 2ND ST DULUTH, MN 55805 27-1291124	RESEARCH	MN	501(C)(3)	LINE 4	THE DULUTH CLINIC LTD	Yes	
900 HILLIGOSS BLVD SE FOSSTON, MN 56542 41-0706143	HOSPITAL/CLINIC/SKILLED NURSING FACILITY	MN	501(C)(3)	LINE 3	INNOVIS HEALTH LLC	Yes	
115 WEST 2ND ST GRACEVILLE, MN 56240 41-0726173	HOSPITAL/CLINIC/SKILLED NURSING FACILITY	MN	501(C)(3)	LINE 3	INNOVIS HEALTH LLC	Yes	
3000 32ND AVE S FARGO, ND 58103 26-1175213	HOSPITAL/CLINIC	DE	501(C)(3)	LINE 3	ESSENTIA HEALTH	Yes	
4418 HAINES RD DULUTH, MN 55811 41-1674021	MEDICAL EQUIPMENT	MN	501(C)(3)	LINE 10	ST MARY'S MEDICAL CENTER	Yes	
5211 HWY 110 AURORA, MN 55705 41-0841441	HOSPITAL/CLINIC/SKILLED NURSING FACILITY	MN	501(C)(3)	LINE 3	ST MARY'S DULUTH CLINIC HEALTH SYSTEM	Yes	
705 LUNDORFF DR S SANDSTONE, MN 55072 41-1884597	HOSPITAL	MN	501(C)(3)	LINE 3	ST MARY'S DULUTH CLINIC HEALTH SYSTEM	Yes	
530 E 2ND ST DULUTH, MN 55805 41-0691275	REHABILITATION SERVICES	MN	501(C)(3)	LINE 3	ST MARY'S MEDICAL CENTER	Yes	
502 E 2ND ST DULUTH, MN 55805 41-1878730	HOSPITAL/CLINIC	MN	501(C)(3)	LINE 3	ST MARY'S DULUTH CLINIC HEALTH SYSTEM	Yes	
523 N 3RD ST BRAINERD, MN 56401 41-0695602	HOSPITAL/CLINIC	MN	501(C)(3)	LINE 3	BRAINERD LAKES INTEGRATED HEALTH SYSTEM	Yes	
407 E 3RD ST DULUTH, MN 55805 41-1836633	SUPPORTING ORG	MN	501(C)(3)	LINE 12B, II	ESSENTIA HEALTH	Yes	
1027 WASHINGTON AVE DETROIT LAKES, MN 56501 41-1805811	EMERGENCY SERVICES	MN	501(C)(3)	LINE 10	INNOVIS HEALTH LLC	Yes	

Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations (b) (c) (d) (e) (f) (g) (a) Name, address, and EIN of related organization Primary activity Legal domicile Exempt Code Public charity Direct controllina Section 512 (state section status entity (b)(13)or foreian (if section 501(c) controlled country) (3)) entity? Yes No HOSPITAL/CLINIC MN 501(C)(3) LINE 3 IST MARY'S MEDICAL Yes CENTER 3500 TOWER AVE SUPERIOR, WI 54880 41-1811073 HOSPITAL/CLINIC ID 501(C)(3) LINE 3 CRITICAL ACCESS Yes GROUP 501(C)(3) LINE 3 MN INNOVIS HEALTH LLC

501(C)(3)

501(C)(3)

MN

MN

LINE 3

LINE 3

IST MARY'S DULUTH

INNOVIS HEALTH LLC Yes

CLINIC HEALTH

SYSTEM

Yes

PO BOX 137 COTTONWOOD, ID 83522 82-0226453	
	PHARMACY
1027 WASHINGTON AVE	

**HOSPITAL** 

HOSPITAL/CLINIC/SKILLED NURSING FACILITY

26-2861321

407 E 3RD ST

41-1620386

DULUTH, MN 55805 41-0695604

1027 WASHINGTON AVE DETROIT LAKES, MN 56501

Form 990, Schedule R, Part V - Transactions With Related Organizations (b) (c) Name of related organization Amount Involved Transaction type(a-s) Method of determining amount involved CRITICAL ACCESS GROUP Е 151,363 ACTUAL COSTS DEER RIVER HEALTHCARE CENTER INC Р 4,287,988 ACTUAL COSTS DEER RIVER HEALTHCARE CENTER INC Q 1,597,188 **ACTUAL COSTS ESSENTIA HEALTH** Μ 12,684,345 ACTUAL COSTS Ρ ESSENTIA HEALTH 55,711,509 **ACTUAL COSTS ESSENTIA HEALTH** Q 1,049,979 ACTUAL COSTS ESSENTIA HEALTH R **ACTUAL COSTS** 541,048 **ESSENTIA HEALTH** S **ACTUAL COSTS** 2,665,229 ESSENTIA INSTITUTE OF RURAL HEALTH Ρ 69,880 **ACTUAL COSTS** ESSENTIA INSTITUTE OF RURAL HEALTH Q 98,891 ACTUAL COSTS ESSENTIA INSTITUTE OF RURAL HEALTH R 2,756,667 **ACTUAL COSTS** NORTHERN PINES MEDICAL CENTER Ρ 1,141,060 **ACTUAL COSTS** NORTHERN PINES MEDICAL CENTER Q 1,263,672 **ACTUAL COSTS** PINE MEDICAL CENTER Α 3,129 ACTUAL COSTS Р PINE MEDICAL CENTER 503,488 **ACTUAL COSTS** PINE MEDICAL CENTER 772,077 **ACTUAL COSTS** Q S PINE MEDICAL CENTER 200,000 **ACTUAL COSTS** SMDC MEDICAL CENTER Α 171,834 **ACTUAL COSTS** SMDC MEDICAL CENTER Ρ 134,974,431 **ACTUAL COSTS** SMDC MEDICAL CENTER Q 131,737,598 **ACTUAL COSTS** SMDC MEDICAL CENTER R 85,335 **ACTUAL COSTS** Ρ ST JOSEPH'S MEDICAL CENTER 57,438 ACTUAL COSTS ST MARY'S HOSPITAL OF SUPERIOR Α 370.641 **ACTUAL COSTS** ST MARY'S HOSPITAL OF SUPERIOR Ρ 6,539,865 **ACTUAL COSTS** ST MARY'S HOSPITAL OF SUPERIOR Q 7,361,601 **ACTUAL COSTS** 

(a)
Name of related organization

ST MARY'S MEDICAL CENTER

(b)
Transaction
type(a-s)

(c)
Amount Involved
(d)
Method of determining amount involved

Form 990, Schedule R, Part V - Transactions With Related Organizations

ST MARY'S MEDICAL CENTER

ST MARY S MEDICAL CENTER	Р	12,193,091	ACTUAL COSTS
ST MARY'S MEDICAL CENTER	Q	10,322,449	ACTUAL COSTS

82,858

ACTUAL COSTS