

**Return of Organization Exempt From Income Tax**

Department of the Treasury  
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

Open to Public Inspection

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

**A For the 2007 calendar year, or tax year beginning and ending**

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

**C Name of organization**  
**SEARCH INSTITUTE**  
 Number and street (or P.O. box if mail is not delivered to street address) Room/suite  
**615 FIRST AVENUE NE 125**  
 City or town, state or country, and ZIP + 4  
**MINNEAPOLIS, MN 55413**

**D Employer identification number**  
**41-0811842**

**E Telephone number**  
**612-376-8955**

**F Accounting method:**  Cash  Accrual  
 Other (specify) ▶

**G Website:** ▶ **WWW.SEARCH-INSTITUTE.ORG**

**J Organization type** (check only one) ▶  501(c) ( 3 ) ◀ (insert no.)  4947(a)(1) or  527

**K Check here** ▶  if the organization is not a 509(a)(3) supporting organization and its gross receipts are normally not more than \$25,000. A return is not required, but if the organization chooses to file a return, be sure to file a complete return.

**L Gross receipts:** Add lines 6b, 8b, 9b, and 10b to line 12 ▶ **6,441,696.**

**H and I are not applicable to section 527 organizations.**  
**H(a)** Is this a group return for affiliates?  Yes  No  
**H(b)** If "Yes," enter number of affiliates ▶ **N/A**  
**H(c)** Are all affiliates included? **N/A**  Yes  No (If "No," attach a list.)  
**H(d)** Is this a separate return filed by an organization covered by a group ruling?  Yes  No  
**I** Group Exemption Number ▶ **N/A**  
**M** Check ▶  if the organization is not required to attach Sch. B (Form 990, 990-EZ, or 990-PF).

• Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances											
Revenue	1	Contributions, gifts, grants, and similar amounts received:									
	a	Contributions to donor advised funds	1a								
	b	Direct public support (not included on line 1a)	1b	1,920,211.							
	c	Indirect public support (not included on line 1a)	1c								
	d	Government contributions (grants) (not included on line 1a)	1d								
	e	Total (add lines 1a through 1d) (cash \$ 1,914,247. noncash \$ 5,964. )	1e	1,920,211.							
	2	Program service revenue including government fees and contracts (from Part VII, line 93)								2	4,442,561.
	3	Membership dues and assessments								3	
	4	Interest on savings and temporary cash investments								4	
	5	Dividends and interest from securities								5	36,118.
	6 a	Gross rents	6a								
	b	Less: rental expenses	6b								
c	Net rental income or (loss). Subtract line 6b from line 6a								6c		
7	Other investment income (describe )								7		
8 a	Gross amount from sales of assets other than inventory		(A) Securities	(B) Other							
	Less: cost or other basis and sales expenses		8a	8b							
	Gain or (loss) (attach schedule)		8c								
	Net gain or (loss). Combine line 8c, columns (A) and (B)		8d								
9	Special events and activities (attach schedule). If any amount is from gaming, check here <input type="checkbox"/>										
a	Gross revenue (not including \$ of contributions reported on line 1b)		9a								
b	Less: direct expenses other than fundraising expenses		9b								
c	Net income or (loss) from special events. Subtract line 9b from line 9a								9c		
10 a	Gross sales of inventory, less returns and allowances		10a								
	Less: cost of goods sold		10b								
	Gross profit or (loss) from sales of inventory (attach schedule). Subtract line 10b from line 10a		10c								
11	Other revenue (from Part VII, line 103)								11	42,806.	
12	<b>Total revenue.</b> Add lines 1e, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11								12	6,441,696.	
Expenses	13	Program services (from line 44, column (B))								13	5,568,023.
	14	Management and general (from line 44, column (C))								14	1,073,290.
	15	Fundraising (from line 44, column (D))								15	355,399.
	16	Payments to affiliates (attach schedule)								16	
	17	<b>Total expenses.</b> Add lines 16 and 44, column (A)								17	6,996,712.
Net Assets	18	Excess or (deficit) for the year. Subtract line 17 from line 12								18	-555,016.
	19	Net assets or fund balances at beginning of year (from line 73, column (A))								19	2,821,482.
	20	Other changes in net assets or fund balances (attach explanation)		SEE STATEMENT 2				20	17,695.		
	21	Net assets or fund balances at end of year. Combine lines 18, 19, and 20								21	2,284,161.

Part II Statement of Functional Expenses

All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others.

Table with 5 columns: Description, (A) Total, (B) Program services, (C) Management and general, (D) Fundraising. Rows include 22a-22b, 23-24, 25a-25c, 26-43, and 44 Total functional expenses.

Joint Costs. Check [ ] if you are following SOP 98-2.

Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? [ ] Yes [X] No
If "Yes," enter (i) the aggregate amount of these joint costs \$ N/A ; (ii) the amount allocated to Program services \$ N/A ;
(iii) the amount allocated to Management and general \$ N/A ; and (iv) the amount allocated to Fundraising \$ N/A

Part III Statement of Program Service Accomplishments (See the instructions.)

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

What is the organization's primary exempt purpose? ▶ <u>SEE STATEMENT 5</u>	Program Service Expenses (Required for 501(c)(3) and (4) orgs., and 4947(a)(1) trusts; but optional for others.)
All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)	
<b>a</b> <u>SEE STATEMENT 4</u>	
(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ <input type="checkbox"/>	5,568,023.
<b>b</b>	
(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ <input type="checkbox"/>	
<b>c</b>	
(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ <input type="checkbox"/>	
<b>d</b>	
(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ <input type="checkbox"/>	
<b>e</b> Other program services (attach schedule)	
(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ <input type="checkbox"/>	
<b>f</b> Total of Program Service Expenses (should equal line 44, column (B), Program services) ▶	5,568,023.

**Part IV Balance Sheets** (See the instructions.)

**Note:** Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.

		(A) Beginning of year		(B) End of year
Assets	45 Cash - non-interest-bearing .....	270,226.	45	42,639.
	46 Savings and temporary cash investments .....	462,238.	46	123,042.
	47 a Accounts receivable .....	47a 223,036.		
	b Less: allowance for doubtful accounts .....	47b 10,000.	137,177.	47c 213,036.
	48 a Pledges receivable .....	48a		
	b Less: allowance for doubtful accounts .....	48b		48c
	49 Grants receivable .....	1,376,425.	49	1,292,667.
	50 a Receivables from current and former officers, directors, trustees, and key employees .....			50a
	b Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) .....			50b
	51 a Other notes and loans receivable .....	51a		
	b Less: allowance for doubtful accounts .....	51b		51c
	52 Inventories for sale or use .....	562,872.	52	393,303.
	53 Prepaid expenses and deferred charges .....	452,808.	53	432,162.
	54 a Investments - publicly-traded securities <b>STMT 9</b> <input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV .....	75,971.	54a	97,168.
	b Investments - other securities <b>STMT 8</b> <input checked="" type="checkbox"/> Cost <input type="checkbox"/> FMV .....	451,312.	54b	337,525.
55 a Investments - land, buildings, and equipment: basis .....	55a			
b Less: accumulated depreciation .....	55b		55c	
56 Investments - other <b>SEE STATEMENT 6</b> .....	132,413.	56	155,279.	
57 a Land, buildings, and equipment: basis .....	57a 1,197,431.			
b Less: accumulated depreciation <b>STMT 7</b> .....	57b 1,167,770.	45,702.	57c 29,661.	
58 Other assets, including program-related investments (describe <b>BENEFICIAL INTEREST</b> ) .....	26,341.	58	30,978.	
59 <b>Total assets</b> (must equal line 74). Add lines 45 through 58 .....	3,993,485.	59	3,147,460.	
Liabilities	60 Accounts payable and accrued expenses .....	988,375.	60	706,609.
	61 Grants payable .....		61	
	62 Deferred revenue .....	183,628.	62	156,690.
	63 Loans from officers, directors, trustees, and key employees .....		63	
	64 a Tax-exempt bond liabilities .....		64a	
	b Mortgages and other notes payable .....		64b	
	65 Other liabilities (describe <b>▶</b> ) .....		65	
66 <b>Total liabilities.</b> Add lines 60 through 65 .....	1,172,003.	66	863,299.	
Net Assets or Fund Balances	<b>Organizations that follow SFAS 117, check here</b> <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74.			
	67 Unrestricted .....	673,659.	67	566,779.
	68 Temporarily restricted .....	2,122,734.	68	1,692,293.
	69 Permanently restricted .....	25,089.	69	25,089.
	<b>Organizations that do not follow SFAS 117, check here</b> <input type="checkbox"/> and complete lines 70 through 74.			
	70 Capital stock, trust principal, or current funds .....		70	
	71 Paid-in or capital surplus, or land, building, and equipment fund .....		71	
	72 Retained earnings, endowment, accumulated income, or other funds .....		72	
73 <b>Total net assets or fund balances.</b> Add lines 67 through 69 or lines 70 through 72. (Column (A) must equal line 19 and column (B) must equal line 21) .....	2,821,482.	73	2,284,161.	
74 <b>Total liabilities and net assets/fund balances.</b> Add lines 66 and 73 .....	3,993,485.	74	3,147,460.	

Part IV-A Reconciliation of Revenue per Audited Financial Statements With Revenue per Return (See the instructions.)

Table with 5 main rows (a-e) and sub-rows (1-4) for adjustments. Total revenue is 6,441,696.

Part IV-B Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

Table with 5 main rows (a-e) and sub-rows (1-4) for adjustments. Total expenses are 6,996,712.

Part V-A Current Officers, Directors, Trustees, and Key Employees (List each person who was an officer, director, trustee, or key employee at any time during the year even if they were not compensated.) (See the instructions.)

Table with 5 columns: (A) Name and address, (B) Title and average hours per week devoted to position, (C) Compensation (if not paid, enter -0-), (D) Contributions to employee benefit plans & deferred compensation plans, (E) Expense account and other allowances. Row 1: SEE STATEMENT 10, 394,798, 64,913, 3,908.