

**Application for Recognition of Exemption
 Under Section 501(c)(3) of the Internal Revenue Code**

Read the instructions for each Part carefully.

A User Fee must be attached to this application.

If the required information and appropriate documents are not submitted along with Form 8718 (with payment of the appropriate user fee), the application may be returned to you.

Complete the Procedural Checklist on page 8 of the instructions.

Part I Identification of Applicant

| | | |
|---|-----------------------|---|
| 1a Full name of organization (as shown in organizing document) Equipped To Survive Foundation, Inc. | | 2 Employer identification number (EIN) (If none, see page 3 of the Specific Instructions .) 86 ; 1041222 |
| 1b c/o Name (if applicable) c/o Doug Ritter | | 3 Name and telephone number of person to be contacted if additional information is needed Doug Ritter (480) 598-1501 |
| 1c Address (number and street) 2211 W. Rockrose Place | Room/Suite --- | |
| 1d City, town, or post office, state, and ZIP + 4. If you have a foreign address, see Specific Instructions for Part I, page 3. Chandler, Arizona 85248-4208 | | 4 Month the annual accounting period ends September |
| 1e Web site address http://www.equipped.org | | 5 Date incorporated or formed August 7, 2001 |
| 6 Check here if applying under section: a <input type="checkbox"/> 501(e) b <input type="checkbox"/> 501(f) c <input type="checkbox"/> 501(k) d <input type="checkbox"/> 501(n) | | |
| 7 Did the organization previously apply for recognition of exemption under this Code section or under any other section of the Code? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If "Yes," attach an explanation. | | |
| 8 Is the organization required to file Form 990 (or Form 990-EZ)? <input type="checkbox"/> N/A <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach an explanation (see page 3 of the Specific Instructions). | | |
| 9 Has the organization filed Federal income tax returns or exempt organization information returns? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If "Yes," state the form numbers, years filed, and Internal Revenue office where filed. | | |

10 Check the box for the type of organization. ATTACH A CONFORMED COPY OF THE CORRESPONDING ORGANIZING DOCUMENTS TO THE APPLICATION BEFORE MAILING. (See **Specific Instructions** for Part I, Line 10, on page 3.) See also Pub. 557 for examples of organizational documents.)

a **Corporation**— Attach a copy of the Articles of Incorporation (including amendments and restatements) showing approval by the appropriate state official; also include a copy of the bylaws.

b **Trust**— Attach a copy of the Trust Indenture or Agreement, including all appropriate signatures and dates.

c **Association**— Attach a copy of the Articles of Association, Constitution, or other creating document, with a declaration (see instructions) or other evidence the organization was formed by adoption of the document by more than one person; also include a copy of the bylaws.

If the organization is a corporation or an unincorporated association that has not yet adopted bylaws, check here

I declare under the penalties of perjury that I am authorized to sign this application on behalf of the above organization and that I have examined this application, including the accompanying schedules and attachments, and to the best of my knowledge it is true, correct, and complete.

Please Sign Here _____
 (Signature) Douglas Ritter - Chairman 11/9/2001
 (Type or print name and title or authority of signer) (Date)

Part II Activities and Operational Information

- 1 Provide a detailed narrative description of all the activities of the organization—past, present, and planned. **Do not merely refer to or repeat the language in the organizational document.** List each activity separately in the order of importance based on the relative time and other resources devoted to the activity. Indicate the percentage of time for each activity. Each description should include, as a minimum, the following: **(a)** a detailed description of the activity including its purpose and how each activity furthers your exempt purpose; **(b)** when the activity was or will be initiated; and **(c)** where and by whom the activity will be conducted.

See Attachment 1

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- 2 What are or will be the organization's sources of financial support? List in order of size.

See Attachment 2

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- 3 Describe the organization's fundraising program, both actual and planned, and explain to what extent it has been put into effect. Include details of fundraising activities such as selective mailings, formation of fundraising committees, use of volunteers or professional fundraisers, etc. Attach representative copies of solicitations for financial support.

See Attachment 3

ATTACHMENT 1

Part II Activities and Operational Information

1 Provide a detailed narrative description of all the activities of the organization—past, present, and planned. Do not merely refer to or repeat the language in the organizational document. List each activity separately in the order of importance based on the relative time and other resources devoted to the activity. Indicate the percentage of time for each activity. Each description should include, as a minimum, the following: (a) a detailed description of the activity including its purpose and how each activity furthers your exempt purpose; (b) when the activity was or will be initiated; and (c) where and by whom the activity will be conducted.

Equipped To Survive Foundation, Inc. (“ETSFI” or “The Foundation”), an Arizona non-profit corporation, is organized exclusively for charitable, scientific and educational purposes. Specifically, the principle aims of ETSFI are to conduct research in conformity with highest ethical and objective standards and to educate the general public, government and search and rescue communities concerning survival and safety related equipment, supplies and techniques for use in urban, wilderness, aeronautical or maritime environments. An incidental benefit provided is lessening the burdens on government by conducting research and educational activities that it may otherwise be required to accomplish itself on behalf of its citizens and armed forces. These purposes are accomplished primarily by our research activities and publication activities.

The free to the public Equipped To Survive Web site (www.equipped.org) has been operational since 1994, founded and operated on a volunteer basis by ETSFI Chairman and Executive Director Douglas Ritter, and has been extremely effective in accomplishing these educational objectives.

Funds raised by ETSFI will be used to fund objective research and analysis by ETSFI staff, volunteers and consultants. In the past we have received considerable volunteer support from service organizations such as Civil Air Patrol and the U.S. Coast Guard Auxiliary. It is expected that this will continue in the future. In some cases this research has and will be conducted in cooperation with government organizations such as the U.S. Coast Guard, U.S. Air Force and Federal Aviation Administration Civil Aerospace Medical Institute, which government organizations have encouraged the formation of ETSFI for these purposes. Much of this research has and will be conducted in and around Phoenix/Chandler, Arizona, but some has and will be conducted in other areas of the United States and the world, depending upon the environment required to test the equipment or techniques and the organization assisting. The results of this research are expected to continue to be a primary source of articles for the Web site. As funds are made available, we hope to hire staff researchers/writers.

ETSFI intends to support continued publication and expansion of the Web site as its primary means of furthering its educational goals, allowing for the greatest dissemination of information at the lowest possible cost. This medium also allows for presentation of information in far greater detail than could be accomplished in any other medium, providing our audience the most useful possible resource. We believe that these details

are especially critical when evaluating gear and techniques that are used for safety and survival where lives are at risk. The Web site is by far the largest and most comprehensive fully independent, free and publicly available source of such information in the world.

The Web site currently contains approximately 1.5 gigabytes of safety and survival information, is receiving an average of 45,000 visitors a month, each staying an average of 14.4 minutes, and delivers 307,000 page views a month. Testament to its popularity, approximately 500 Web pages link to the Web site. The Web site is rated as "Family Friendly" and includes specific information for children.

The information provided on the Web site also serves to promote the improvement and development of survival and safety related equipment, supplies and techniques, a valuable public service. Once faults are spotlighted and the information is readily available to the public, manufacturers have considerable incentive to address these issues. Because ETSFI is completely independent, manufacturers have no influence on its evaluations. Much of the existing research has been conducted in the course of developing articles for subscriber-only-supported publications. However, there are significant limitations, both in terms of finances and subject matter, to what has been and can be accomplished via this route. ETSFI funding will significantly expand the research and publication possibilities with attendant benefits to the public and government. Publication of these findings often results in demonstrable benefits to both consumers and the government and can lead to further research and educational opportunities when deficiencies are discovered.

In the past, the very detailed and specific information published on the Web site has resulted in substantial improvements in the quality and performance of safety and survival gear, benefiting both the general public and government. The best example has been the effect of the Web site's groundbreaking articles about aviation life rafts on that industry; an industry that had been essentially static for over a decade. The publication of our findings expanded operators' and pilots' understanding of the deficiencies inherent in many existing designs, which in turn has led to significant improvements by manufacturers. At least partially as a result of our published detailed reviews one manufacturer completely redesigned their line of life rafts, another introduced another line of more capable and advanced life rafts, three others made major improvements or additions to their life rafts or product line. The life raft choices available to consumers and the government today offer considerably improved performance and the consumer and government is better able to judge the suitability of the various products for their use. Manufacturers and consumers both credit the articles for the change.

In the course of conducting our life raft research we uncovered numerous instances where FAA approved life rafts failed to meet government standards. The FAA was notified and some of the improvements introduced by manufacturers directly addressed correcting

these deficiencies, thus lessening the burden on government in an area where it has limited expertise. Consultations freely offered to representatives of the U.S. Air Force, based on this research, allowed their evaluators to better prepare to test and evaluate commercial based life rafts being offered to the government for military use, once again providing a direct benefit to the government.

The Web site will continue to solicit contributed articles of only the highest quality from the general public, experts and members of the Search and Rescue communities consistent with its purposes of educating the public and lessening the burdens on government. The high quality of the writing and information provided on the Web site is a primary reason for its success and ETSFI was established so as to help maintain that level of quality while expanding the resources available to the public, government and Search and Rescue communities.

Activities related to research and writing of articles, including support of publication and maintenance of the Web site, are anticipated to constitute approximately 75% of the Foundation's activities.

ETSFI will also participate in events and conferences related to safety and survival, both to further the educational aims of the Foundation via outreach directly to the public and government and Search and Rescue communities.

Mr. Ritter, along with a number of volunteers assisting, has represented the Equipped To Survive Web site on many occasions over the past six years, attending and making free presentations and seminars on safety and survival at events such as: AOPA Expo (Aircraft Owners and Pilots Association annual convention and show), EAA AirVenture Oshkosh (EAA annual meeting, convention and show), NBAA (National Business Aircraft Association) annual meeting and convention, USMSA (United States Marine Safety Association) annual meeting, Miami International Boat Show, Search & Rescue America conference, Rotor & Wing Search and Rescue conference, Asia-Pacific Regional Search and Rescue Conference, and Department of Defense Personnel Recovery Conference.

ETSFI funding will allow for additional and more regular attendance and presentations and seminars on safety and survival at these and similar events which do not necessarily cover expenses, either as a matter of policy or lack of budget. Because of the safety and survival equipment that is often demonstrated, much of which is considered hazardous materials for shipping purposes, the expense of attending an event can be significant, far beyond just travel and lodging. This has proved to be a significant obstacle to doing more presentation that ETSFI funding is expected to solve.

While some organizations such as the U.S. Coast Guard Office of Search and Rescue have invited Equipped To Survive to share their booth at some events, ETSFI funding is also expected to allow for development and maintenance of a portable display booth that

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will be used at many of these events to allow greater opportunity to reach the public and further the educational aims of the Foundation. It is anticipated that these activities will constitute approximately 15% of the Foundation's activities.

ETSFI also plans to develop and publish printed pamphlets and other educational materials, based on its original research, for distribution by various government and volunteer support organizations such as the U.S. Coast Guard, U.S. Coast Guard Auxiliary, Civil Air Patrol and others, as well as at events and conferences by ETSFI both to further the educational aims of the Foundation via outreach directly to the public. We anticipate this will constitute approximately 10% of the Foundation's activities.

ATTACHMENT 2

Part II Activities and Operational Information

2 What are or will be the organization's sources of financial support? List in order of size.

The Alfred L. and Constance C. Wolf Aviation Fund (Wolf Aviation Fund), an exempt organization under section 501(c)(3), provided a small seed grant to cover the expenditures incurred to incorporate and form **Equipped To Survive Foundation, Inc.** ("ETSFI") and to submit this application.

ETSFI anticipates that most of its financial support will come from government organization grants or contracted studies including the U.S. Coast Guard (USCG) National Nonprofit Public Service Organization Boating Safety Grant program, Federal Aviation Administration Safety Research Grants, National Oceanic and Atmospheric Administration (NOAA), and FAA Civil Aero Medical Institute (CAMI); and from 501(c)(3) tax-exempt organization grants including AOPA Air Safety Foundation, Boat U.S. Foundation For Boating Safety Grants, Alfred L. and Constance C. Wolf Aviation Fund (Wolf Aviation Fund) and others. Additional funding is expected from industry groups such as USMSA (United States Marine Safety Association).

Some of these organizations, in particular USCG and NOAA, have been instrumental in encouraging the formation of ETSFI for the express purpose of being eligible to receive these funds to carry out desired research and education purposes for which ETSFI is uniquely equipped and qualified to perform.

ETSFI anticipates that the remainder of its financial support will come from the general public and in the form of gifts-in-kind from the general public and interested supportive business entities. Since its inception, the Web site has received Web server hosting free of charge, initially from Web Emporium, LLC and most recently from Pulver Technologies, LLC, both of Phoenix, Arizona. We expect to continue to receive this generous support which becomes ever more valuable as the site expands, now comprised of approximately 1.5 gigabytes of safety and survival information and delivering an average of 2.5 million hits and 307,000 page views a month, an interactive discussion forum and other resources dependent upon a significant investment in hard drive capacity, technology and bandwidth that these companies have provided free of charge. The only incidental benefit provided these companies has been a small graphic acknowledging their contribution and an email link at the very bottom of primary pages of the Web site.

ATTACHMENT 3

Part II Activities and Operational Information

3 Describe the organization's fundraising program, both actual and planned, and explain to what extent it has been put into effect. Include details of fundraising activities such as selective mailings, formation of fundraising committees, use of volunteers or professional fundraisers, etc. Attach representative copies of solicitations for financial support.

Equipped To Survive Foundation, Inc. ("ETSFI") anticipates that the majority of its fundraising activities will be conducted via grant proposals to government and 501(c)(3) tax-exempt organizations. In most cases this will be in response to annual requests for proposals; in other cases it will be the result of specific requests for proposal. It is expected that such proposals will be developed in-house by staff and volunteers.

The Alfred L. and Constance C. Wolf Aviation Fund (Wolf Aviation Fund), an exempt organization under section 501(c)(3), provided a small seed grant to cover the expenditures incurred to incorporate and form ETSFI and to submit this application.

Additional fundraising activity will include direct solicitation of the public via the Web site using the Helping.org no cost nonprofit donation system (www.helping.org). No direct mail or similar solicitation campaigns are envisioned. We do not plan to solicit contributions until after we receive our Exemption Letter.

ETSFI has also signed up as an Amazon.com Associate, primarily for the convenience of its Web site visitors, and some minimal royalties will accrue to ETSFI from Amazon.com as the result of any referrals of the Web site's visitors from the Web site's survival related book review page to Amazon.com that results in a survival related book purchase. Care has been taken to stress that these book purchases or royalty payments are not tax-deductible by the book purchaser.

The stringent audit requirements of the government and 501(c)(3) organizations from which we expect to receive the majority of our funding will require the establishment of an accounting system that will ensure that we can accurately identify our sources of support in order to substantiate our qualifying as a publicly supported charity and to ensure that any unrelated trade or business income is properly accounted for.

Part II Activities and Operational Information (Continued)

4 Give the following information about the organization's governing body:

a Names, addresses, and titles of officers, directors, trustees, etc.

b Annual compensation

See Attachment 4

c Do any of the above persons serve as members of the governing body by reason of being public officials or being appointed by public officials? Yes No
If "Yes," name those persons and explain the basis of their selection or appointment.

d Are any members of the organization's governing body "disqualified persons" with respect to the organization (other than by reason of being a member of the governing body) or do any of the members have either a business or family relationship with "disqualified persons"? (See **Specific Instructions** for Part II, Line 4d, on page 3.) Yes No
If "Yes," explain. Mr. Ritter will be employed as Executive Director and in such capacity will have authority to implement administrative decisions. See Attachment 5 for compensation details.

5 Does the organization control or is it controlled by any other organization? Yes No
Is the organization the outgrowth of (or successor to) another organization, or does it have a special relationship with another organization by reason of interlocking directorates or other factors? Yes No
If either of these questions is answered "Yes," explain.

6 Does or will the organization directly or indirectly engage in any of the following transactions with any political organization or other exempt organization (other than a 501(c)(3) organization): (a) grants; (b) purchases or sales of assets; (c) rental of facilities or equipment; (d) loans or loan guarantees; (e) reimbursement arrangements; (f) performance of services, membership, or fundraising solicitations; or (g) sharing of facilities, equipment, mailing lists or other assets, or paid employees? Yes No
If "Yes," explain fully and identify the other organizations involved.

7 Is the organization financially accountable to any other organization? Yes No
If "Yes," explain and identify the other organization. Include details concerning accountability or attach copies of reports if any have been submitted.

ATTACHMENT 4

Part II Activities and Operational Information

4 Give the following information about the organization's governing body:

a Names, addresses, and titles of officers, directors, trustees, etc.

b Annual compensation

Douglas Ritter Board Chairman
2211 W. Rockrose Pl.
Chandler, AZ 85248

[will be compensated
as employed staff
reference Part IV
Attachment 5]

Douglas Ritter is an award-winning journalist and authority in the areas of survival and survival equipment.

Mr. Ritter has written over 250 articles on survival related subjects. He has been invited to give presentations on survival and survival equipment at aviation and maritime events, search and rescue conferences and at other venues around the world. He has appeared on TV and radio shows and been quoted in publications such as the Wall Street Journal.

Mr. Ritter has served as a contributing editor to *The Aviation Consumer* and *Aviation Safety* for over a decade and is also Safety and Survival Editor for *Practical Sailor* and *Powerboat Reports*. These publications are entirely subscriber supported and accept no advertising. He served as the News Editor of *AVweb* for nearly two years (1998-1999) and won the National Air Transportation Association's 1999 "Aviation Journalism Award" for excellence in aviation journalism. He has edited the *EAA AirVenture Today* newspaper for the past two years. He won the 2000 Boating Writers International Annual Writing Contest in the category of Safety, Seamanship and Rescue for his five-part series of articles, "Life Rafts: The Good, Bad and The Ugly."

Mr. Ritter has also been a contributor to *CODE ONE*, *AOPA Pilot*, *IFR*, *Flight Training*, *Southern Boating* and others. He has been a contributor to two books including *The Kids' How to Do (Almost) Everything Guide*. Mr. Ritter was an officer and pilot in the Civil Air Patrol, an exempt organization under section 501(c)(3), for five years.

Mr. Ritter volunteers as a full working member of the SAE International (Society of Automotive Engineers, Inc., an exempt organization under section 501(c)(3)) S-9 Cabin Safety Provisions Committee and the S-9A Evacuation and Ditching Systems Subcommittee. As a member, he participates in the development of standards for related safety and survival systems on transport category aircraft. These SAE Aerospace Documents form the basis for many new, revised and updated standards and regulations issued by the FAA.

Mr. Ritter established Equipped To Survive on the Web in 1994 to make potentially lifesaving information more readily available.

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Mr. Ritter was also the co-founder and former Chairman of Fine Art for Fine Causes, an exempt organization under section 501(c)(3), that developed unique charity art exhibitions and auctions in Tucson, Arizona, from 1986 through 1991 at which time it was absorbed into the Tucson Museum of Art, an exempt organization under section 501(c)(3).

Erik P. Bernstein Board Member and Secretary
4684 South Hampton Circle
Boulder, CO 80301

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Mr. Bernstein is the President of Starwood Consulting, LLC, specializing in strategic business planning and financial modeling. He holds a Master of Hospital Administration degree from the University of Minnesota (1988) and a Master of Business Administration degree from the University of Colorado (1997). Prior to founding Starwood Consulting, Mr. Bernstein worked in the health care industry developing business plans, financial and market analyses, new programs, joint ventures, and capital projects, including new programs for a 500-bed hospital, a \$32 million facilities expansion and the business plan for a cardiac treatment center that treats over 20,000 patients and performs over 700 open heart surgeries annually.

Mr. Bernstein is an instrument-rated pilot, has achieved Phase V status in the FAA Wings Award Program and is a seven-year "Hat in the Ring Society" member of the AOPA Air Safety Foundation, an exempt organization under section 501(c)(3). Mr. Bernstein has past experience as a certified Emergency Medical Technician, working both in the field and as an EMS dispatcher. He helped develop an evaluation of the Denver Department of Health and Hospitals Disaster Plan and has participated in disaster exercises at Stapleton International Airport.

Mr. Bernstein is presently serving as a Director of Boulder Jewish Elder Housing, an exempt organization under section 501(c)(3), as a Director and Board Secretary of the Boulder Jewish Community Foundation, an exempt organization under section 501(c)(3), and as a Trustee and as the Chairman of the Finance Committee for a private philanthropic foundation, The Jay & Rose Phillips Family Foundation ("Phillips Foundation"), an exempt organization under section 501(c)(3). In that capacity he oversees the Phillips Foundation's operating budget and guides the foundation staff in developing management procedures and controls and in managing relationships with accountants, bankers, investment advisors, and attorneys.

Steve White Board Member and Treasurer
1638 E. Redfield Road

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Tempe, AZ 85283

Steve White is a certified instrument flight instructor with 2200 flying hours. He has been a member of Civil Air Patrol (CAP), an exempt organization under section 501(c)(3), for 10 years, currently holding the rank of Lt. Colonel and has earned Command Pilot status. He has also served as Standardization and Evaluation Officer and Mission Check Pilot. He has flown 500 hours of Search and Rescue operations. Mr. White served as the Arizona Wing CAP Director of Operations for three years. During this period, Mr. White initiated and organized upgrade and replacement of AZWing's inadequate aircraft survival kits with modern, standardized survival kits that have served as a model that other wings and the national CAP Supply Depot have used for development of their own improved and upgraded aviation survival kits.

Mr. White also served on staff and as Director of the CAP Southwest Region Staff College, an advanced education program sponsored by the Air Force and conducted at the NCO Academy at Kirtland Air Force Base, New Mexico.

For ten years Mr. White has been a mission pilot with Flights for Life, an exempt organization under section 501(c)(3), providing free air transportation for medically-related purposes.

Mr. White is a professional freelance photographer with 17 years experience in the retail photography equipment and professional photo lab business. He is currently manager of an independent photography store specializing in digital imaging.

Mr. White is a Deacon in the United Presbyterian Church USA and was Chairman of the University Presbyterian Church Board of Deacons for three years.

Susan Ritter Board Member
2211 W. Rockrose Pl.
Chandler, AZ 85248

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Sue Ritter (spouse of Doug Ritter), is Director of Sales for VelociTel, Inc. She has extensive background in sales, marketing and operations and formerly operated her own screen printed and embroidered apparel business, subsequently sold. She has developed award-winning advertising and promotion programs for a number of businesses. Ms. Ritter has been involved in many of the testing programs conducted by Mr. Ritter over the years and has been instrumental in the organization and operational aspects of many of these tests, as well as participating in many of them, all as a volunteer.

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Ms. Ritter formerly served on the Boards of Directors of the Desert Mountain States Chapter of the Leukemia & Lymphoma Society and the 88-CRIME Silent Witness Program of Pima County, Arizona, both exempt organizations under section 501(c)(3).

Ms. Ritter was also the co-founder and member of the Board of Directors of Fine Art for Fine Causes, an exempt organization under section 501(c)(3), that developed unique charity art exhibitions and auctions in Tucson, Arizona, from 1986 through 1991 at which time it was absorbed into the Tucson Museum of Art, an exempt organization under section 501(c)(3).

Barry Schiff Board Member
P.O. Box 661039
Los Angeles, CA, 90066

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A journalist and author, Capt. Barry Schiff has written 12 award-winning books and more than 1,100 articles published in 90 aviation magazines, notably *AOPA Pilot* for which he is a contributing editor. Many of his articles focus on safety and survival concepts, procedures, and techniques that he has developed and which have received international acclaim and adoption. For example, Capt. Schiff developed the concept of VFR routes that the FAA adopted to provide general aviation pilots with safe routes through high-density airspace.

Capt. Schiff has more than 26,000 hours logged in 270 types of aircraft (including the Lockheed U-2). He became a rated Airline Transport Pilot at age 21, and has earned every FAA category and class rating (except airship) and every possible instructor's rating. Capt. Schiff retired from Trans World Airlines in 1998 after a 34-year career during which he flew everything from the Lockheed Constellation to the Boeing 747, serving as a check captain on the Boeing 767. He holds five world speed records and has received numerous honors for his many contributions to aviation safety. These include a Congressional Commendation, the Louis Bleriot Air Medal (France), Switzerland's Gold Proficiency Medal, an honorary doctorate from Embry-Riddle Aeronautical University, and AOPA's L. P. Sharples Perpetual Award.

In addition to his writing and work on upcoming books, Capt. Schiff currently provides consulting services and expert witness testimony for the airline and general aviation industries, primarily involving the investigation of aviation accidents.

Steven Callahan Board Member
P.O. Box 5444
Ellsworth, ME 04605

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Steven Callahan's interest in safety at sea and survival was further focused after surviving for 76 days alone in a life raft in 1982, chronicled in his award winning bestseller, *Adrift, 76 Days Lost at Sea*. A naval architect by training, he is president of S.P. Callahan & Associates, providing design, research and consulting services to the boat building and marine safety industries.

Mr. Callahan is a widely respected writer and editor with hundreds of articles to his credit for publications in the U.S. and abroad, and is currently serving as Editor at Large for *Cruising World* magazine. He also authored *Capsized*, the true story of four men who survived 119 days adrift in a capsized multi-hull sailboat. He has contributed to seven other books on seamanship, safety and survival, including serving as contributing editor and illustrator of *Survivor* by Michael Greenwald, the "bible" of sea survival. He is a regular lecturer on the subject of seamanship, safety and survival at maritime events around the world. On his own boats and as a delivery skipper he has amassed over 70,000 offshore miles including seven ocean crossings (four double-handed and one single-handed), and fifteen passages (three single-handed) between the U.S. and Bermuda.

Brent Blue, MD Board Member
P.O. Box 3370
Jackson, WY 83001

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Dr. Brent Blue is a Board Certified Family and Emergency Physician practicing in Jackson Hole, Wyoming. He is on staff at St. John's Hospital, Jackson, Wyoming, where he has previously served as Chief of Medicine and ER Committee Chairman, among a number of such positions. He is also on staff at Regional Medical Center of San Jose and San Jose Medical Center, San Jose, California, and NorthWest Community Hospital, Arlington Heights, Illinois.

He serves as a Reviewer for *The Journal of Family Practice* and *Patient Care*, has authored numerous articles in both medical and consumer publications and been a contributor to a number of medical and consumer books dealing with Emergency and Mountain Medicine. He has lectured extensively on Emergency Medicine, Aviation Medicine, Mountain Medicine, Hypothermia and Wilderness Survival and Rescue.

Dr. Blue holds an Airline Transport Pilot (ATP) rating with 8,000 hours and also holds a seaplane rating. He is an FAA Senior Aviation Medical Examiner, a volunteer member of the EAA Aeromedical Advisory Council and a former Director of the Civil Aviation Medical Association, an exempt organization under section 501(c)(3). He serves as the

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Medical Editor of *AVweb* and as Medical Consultant for Belvoir Publications' aviation publications, including *The Aviation Consumer*, *Aviation Safety* and *IFR*.

During his 20 years in Jackson, Dr. Blue has served on the Boards of Directors of several exempt organizations under section 501(c)(3), including the Teton Science School, Teton County Youth and Family Services, Inc. where he also served as Vice-President and Dancer's Workshop where he also served as President. He was a founder and the volunteer Administrator of the Teton County Child Restraint Program that provided child restraint devices free of charge to infants and children

Dr. Blue is President and Medical Director of DocTalk, LLC, a telephone based health information service staffed by Board Certified Physicians. This service provides health information to the consumer as well as on-demand consumer laboratory testing.

Dr. Blue founded Aeromedix.com in 1998 to provide health and safety products to the general aviation community.

Part II Activities and Operational Information (Continued)

8 What assets does the organization have that are used in the performance of its exempt function? (Do not include property producing investment income.) If any assets are not fully operational, explain their status, what additional steps remain to be completed, and when such final steps will be taken. If none, indicate "N/A."

N/A

9 Will the organization be the beneficiary of tax-exempt bond financing within the next 2 years? . . . Yes No

10a Will any of the organization's facilities or operations be managed by another organization or individual under a contractual agreement? . . . Yes No

b Is the organization a party to any leases? . . . Yes No

If either of these questions is answered "Yes," attach a copy of the contracts and explain the relationship between the applicant and the other parties.

11 Is the organization a membership organization? . . . Yes No

If "Yes," complete the following:

a Describe the organization's membership requirements and attach a schedule of membership fees and dues.

b Describe the organization's present and proposed efforts to attract members and attach a copy of any descriptive literature or promotional material used for this purpose.

c What benefits do (or will) the members receive in exchange for their payment of dues?

12a If the organization provides benefits, services, or products, are the recipients required, or will they be required, to pay for them? . . . N/A Yes No
If "Yes," explain how the charges are determined and attach a copy of the current fee schedule.

b Does or will the organization limit its benefits, services, or products to specific individuals or classes of individuals? . . . N/A Yes No
If "Yes," explain how the recipients or beneficiaries are or will be selected.

13 Does or will the organization attempt to influence legislation? . . . Yes No
If "Yes," explain. Also, give an estimate of the percentage of the organization's time and funds that it devotes or plans to devote to this activity.

14 Does or will the organization intervene in any way in political campaigns, including the publication or distribution of statements? . . . Yes No
If "Yes," explain fully.

Part III Technical Requirements

1 Are you filing Form 1023 within 15 months from the end of the month in which your organization was created or formed? **Yes** **No**
If you answer "Yes," do not answer questions on lines 2 through 6 below.

2 If one of the exceptions to the 15-month filing requirement shown below applies, check the appropriate box and proceed to question 7.

Exceptions—You are not required to file an exemption application within 15 months if the organization:

- a Is a church, interchurch organization of local units of a church, a convention or association of churches, or an integrated auxiliary of a church. See **Specific Instructions**, Line 2a, on page 4;
- b Is not a private foundation and normally has gross receipts of not more than \$5,000 in each tax year; or
- c Is a subordinate organization covered by a group exemption letter, but only if the parent or supervisory organization timely submitted a notice covering the subordinate.

3 If the organization does not meet any of the exceptions on line 2 above, are you filing Form 1023 within 27 months from the end of the month in which the organization was created or formed? **Yes** **No**

If "Yes," your organization qualifies under Regulation section 301.9100-2, for an automatic 12-month extension of the 15-month filing requirement. Do not answer questions 4 through 6.

If "No," answer question 4.

4 If you answer "No" to question 3, does the organization wish to request an extension of time to apply under the "reasonable action and good faith" and the "no prejudice to the interest of the government" requirements of Regulations section 301.9100-3? **Yes** **No**

If "Yes," give the reasons for not filing this application within the 27-month period described in question 3. See **Specific Instructions**, Part III, Line 4, before completing this item. Do not answer questions 5 and 6.

If "No," answer questions 5 and 6.

5 If you answer "No" to question 4, your organization's qualification as a section 501(c)(3) organization can be recognized only from the date this application is filed. Therefore, do you want us to consider the application as a request for recognition of exemption as a section 501(c)(3) organization from the date the application is received and not retroactively to the date the organization was created or formed? . . . **Yes** **No**

6 If you answer "Yes" to question 5 above and wish to request recognition of section 501(c)(4) status for the period beginning with the date the organization was formed and ending with the date the Form 1023 application was received (the effective date of the organization's section 501(c)(3) status), check here and attach a completed page 1 of Form 1024 to this application.

Part III Technical Requirements (Continued)

7 Is the organization a private foundation?

Yes (Answer question 8.)

No (Answer question 9 and proceed as instructed.)

8 If you answer "Yes" to question 7, does the organization claim to be a private operating foundation?

Yes (Complete Schedule E.)

No

After answering question 8 on this line, go to line 14 on page 7.

9 If you answer "No" to question 7, indicate the public charity classification the organization is requesting by checking the box below that most appropriately applies:

THE ORGANIZATION IS NOT A PRIVATE FOUNDATION BECAUSE IT QUALIFIES:

- | | | |
|----------|--|--|
| a | <input type="checkbox"/> As a church or a convention or association of churches (CHURCHES MUST COMPLETE SCHEDULE A.) | Sections 509(a)(1) and 170(b)(1)(A)(i) |
| b | <input type="checkbox"/> As a school (MUST COMPLETE SCHEDULE B.) | Sections 509(a)(1) and 170(b)(1)(A)(ii) |
| c | <input type="checkbox"/> As a hospital or a cooperative hospital service organization, or a medical research organization operated in conjunction with a hospital (These organizations, except for hospital service organizations, MUST COMPLETE SCHEDULE C.) | Sections 509(a)(1) and 170(b)(1)(A)(iii) |
| d | <input type="checkbox"/> As a governmental unit described in section 170(c)(1). | Sections 509(a)(1) and 170(b)(1)(A)(v) |
| e | <input type="checkbox"/> As being operated solely for the benefit of, or in connection with, one or more of the organizations described in a through d , g , h , or i (MUST COMPLETE SCHEDULE D.) | Section 509(a)(3) |
| f | <input type="checkbox"/> As being organized and operated exclusively for testing for public safety. | Section 509(a)(4) |
| g | <input type="checkbox"/> As being operated for the benefit of a college or university that is owned or operated by a governmental unit. | Sections 509(a)(1) and 170(b)(1)(A)(iv) |
| h | <input checked="" type="checkbox"/> As receiving a substantial part of its support in the form of contributions from publicly supported organizations, from a governmental unit, or from the general public. | Sections 509(a)(1) and 170(b)(1)(A)(vi) |
| i | <input type="checkbox"/> As normally receiving not more than one-third of its support from gross investment income and more than one-third of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions (subject to certain exceptions). | Section 509(a)(2) |
| j | <input type="checkbox"/> The organization is a publicly supported organization but is not sure whether it meets the public support test of h or i . The organization would like the IRS to decide the proper classification. | Sections 509(a)(1) and 170(b)(1)(A)(vi) or Section 509(a)(2) |

If you checked one of the boxes a through f in question 9, go to question 14. If you checked box g in question 9, go to questions 11 and 12. If you checked box h, i, or j, in question 9, go to question 10.

Part III Technical Requirements (Continued)

- 10** If you checked box **h**, **i**, or **j** in question 9, has the organization completed a tax year of at least 8 months?
 Yes—Indicate whether you are requesting:
 A definitive ruling. (Answer questions 11 through 14.)
 An advance ruling. (Answer questions 11 and 14 and attach two Forms 872-C completed and signed.)
 No—You must request an advance ruling by completing and signing two Forms 872-C and attaching them to the Form 1023.
- 11** If the organization received any unusual grants during any of the tax years shown in Part IV-A, **Statement of Revenue and Expenses**, attach a list for each year showing the name of the contributor; the date and the amount of the grant; and a brief description of the nature of the grant.

- 12** If you are requesting a definitive ruling under section 170(b)(1)(A)(iv) or (vi), check here and:
a Enter 2% of line 8, column (e), Total, of Part IV-A
b Attach a list showing the name and amount contributed by each person (other than a governmental unit or "publicly supported" organization) whose total gifts, grants, contributions, etc., were more than the amount entered on line **12a** above.

- 13** If you are requesting a definitive ruling under section 509(a)(2), check here and:
a For each of the years included on lines 1, 2, and 9 of Part IV-A, attach a list showing the name of and amount received from each "disqualified person." (For a definition of "disqualified person," see **Specific Instructions**, Part II, Line 4d, on page 3.)
b For each of the years included on line 9 of Part IV-A, attach a list showing the name of and amount received from each payer (other than a "disqualified person") whose payments to the organization were more than \$5,000. For this purpose, "payer" includes, but is not limited to, any organization described in sections 170(b)(1)(A)(i) through (vi) and any governmental agency or bureau.

14 Indicate if your organization is one of the following. If so, complete the required schedule. (Submit only those schedules that apply to your organization. **Do not submit blank schedules.**)

| | Yes | No | If "Yes," complete Schedule: |
|--|-----|----|------------------------------|
| Is the organization a church? | | XX | A |
| Is the organization, or any part of it, a school? | | XX | B |
| Is the organization, or any part of it, a hospital or medical research organization? | | XX | C |
| Is the organization a section 509(a)(3) supporting organization? | | XX | D |
| Is the organization a private operating foundation? | | XX | E |
| Is the organization, or any part of it, a home for the aged or handicapped? | | XX | F |
| Is the organization, or any part of it, a child care organization? | | XX | G |
| Does the organization provide or administer any scholarship benefits, student aid, etc.? | | XX | H |
| Has the organization taken over, or will it take over, the facilities of a "for profit" institution? . . . | | XX | I |

Part IV Financial Data

Complete the financial statements for the current year and for each of the 3 years immediately before it. If in existence less than 4 years, complete the statements for each year in existence. If in existence less than 1 year, also provide proposed budgets for the 2 years following the current year.

A. Statement of Revenue and Expenses See Attachment 5

| | | Current tax year | 3 prior tax years or proposed budget for 2 years | | | (e) TOTAL |
|----------|----|---|--|-------------|-----------|-----------|
| | | (a) From 10/1/01 to 9/30/02 | (b) 9/30/03 | (c) 9/30/04 | (d) | |
| Revenue | 1 | Gifts, grants, and contributions received (not including unusual grants—see page 6 of the instructions). | 50,000 | 100,000 | 100,000 | 250,000 |
| | 2 | Membership fees received | | | | |
| | 3 | Gross investment income (see instructions for definition) | | | | |
| | 4 | Net income from organization's unrelated business activities not included on line 3 | | | | |
| | 5 | Tax revenues levied for and either paid to or spent on behalf of the organization | | | | |
| | 6 | Value of services or facilities furnished by a governmental unit to the organization without charge (not including the value of services or facilities generally furnished the public without charge) | | | | |
| | 7 | Other income (not including gain or loss from sale of capital assets) (attach schedule) | 5,000 | 5,000 | 5,000 | 15,000 |
| | 8 | Total (add lines 1 through 7) | 55,000 | 105,000 | 105,000 | 265,000 |
| | 9 | Gross receipts from admissions, sales of merchandise or services, or furnishing of facilities in any activity that is not an unrelated business within the meaning of section 513. Include related cost of sales on line 22 | | | | |
| | 10 | Total (add lines 8 and 9) | 55,000 | 105,000 | 105,000 | 265,000 |
| | 11 | Gain or loss from sale of capital assets (attach schedule). | | | | |
| | 12 | Unusual grants. | | | | |
| | 13 | Total revenue (add lines 10 through 12). | 55,000 | 105,000 | 105,000 | 265,000 |
| Expenses | 14 | Fundraising expenses | 5,000 | 5,000 | 5,000 | |
| | 15 | Contributions, gifts, grants, and similar amounts paid (attach schedule) | | | | |
| | 16 | Disbursements to or for benefit of members (attach schedule) | | | | |
| | 17 | Compensation of officers, directors, and trustees (attach schedule) | | | | |
| | 18 | Other salaries and wages | 25,000 | 54,000 | 54,000 | |
| | 19 | Interest | | | | |
| | 20 | Occupancy (rent, utilities, etc.). | | | | |
| | 21 | Depreciation and depletion | | | | |
| | 22 | Other (attach schedule) | 23,900 | 44,850 | 44,850 | |
| | 23 | Total expenses (add lines 14 through 22). | 53,900 | 103,850 | 103,850 | |
| | 24 | Excess of revenue over expenses (line 13 minus line 23) | 1,100 | 1,150 | 1,150 | |

See Attachment 5

ATTACHMENT 5

Part IV Financial Data – Attached Schedules

NOTE: Pursuant to the provided instructions, because this application is made less than 60 days after the first day of the current accounting period, no financial information is provided for the current year.

| Line 7 Schedule | | | |
|------------------------|--------------------|--------------------|--------------------|
| | Current Proposed | Proposed | Proposed |
| | 10/1/01-9/30/02 | 9/30/03 | 9/30/04 |
| Public Contributions | \$ 5,000.00 | \$ 5,000.00 | \$ 5,000.00 |
| Total Line 7 | \$ 5,000.00 | \$ 5,000.00 | \$ 5,000.00 |

| Line 18 Schedule | | | |
|-------------------------|---------------------|---------------------|---------------------|
| | Current Proposed | Proposed | Proposed |
| | 10/1/01-9/30/02 | 9/30/03 | 9/30/04 |
| Executive Director | \$ 15,000.00 | \$ 30,000.00 | \$ 30,000.00 |
| Staff | 10,000.00 | 24,000.00 | 24,000.00 |
| Total Line 18 | \$ 25,000.00 | \$ 54,000.00 | \$ 54,000.00 |

| Line 22 Schedule | | | |
|-------------------------|---------------------|---------------------|---------------------|
| | Current Proposed | Proposed | Proposed |
| | 10/1/01-9/30/02 | 9/30/03 | 9/30/04 |
| Start-up Expenses | \$ 1,800.00 | \$ - | \$ - |
| Articles by non-staff | 5,000.00 | 5,000.00 | 5,000.00 |
| Office supplies | 500.00 | 750.00 | 750.00 |
| Outsourced services* | 12,000.00 | 33,000.00 | 33,000.00 |
| Annual Fees | 100.00 | 100.00 | 100.00 |
| Professional Fees | 4,000.00 | 4,000.00 | 4,000.00 |
| Phone/mail/FedEx | 500.00 | 2,000.00 | 2,000.00 |
| Total Line 22 | \$ 23,900.00 | \$ 44,850.00 | \$ 44,850.00 |

* Includes design and artwork, pamphlet printing, video production, etc. for grant projects.

Part IV Financial Data (Continued)

| B. Balance Sheet (at the end of the period shown) | | Current tax year Date <u>9/30/02</u> |
|--|--|---|
| Assets | | |
| 1 | Cash | 1,100 |
| 2 | Accounts receivable, net | |
| 3 | Inventories | |
| 4 | Bonds and notes receivable (attach schedule) | |
| 5 | Corporate stocks (attach schedule) | |
| 6 | Mortgage loans (attach schedule) | |
| 7 | Other investments (attach schedule) | |
| 8 | Depreciable and depletable assets (attach schedule) | |
| 9 | Land | |
| 10 | Other assets (attach schedule) | |
| 11 | Total assets (add lines 1 through 10) | 1,100 |
| Liabilities | | |
| 12 | Accounts payable | |
| 13 | Contributions, gifts, grants, etc., payable | |
| 14 | Mortgages and notes payable (attach schedule) | |
| 15 | Other liabilities (attach schedule) | |
| 16 | Total liabilities (add lines 12 through 15) | |
| Fund Balances or Net Assets | | |
| 17 | Total fund balances or net assets | 1,100 |
| 18 | Total liabilities and fund balances or net assets (add line 16 and line 17) | 1,100 |

If there has been any substantial change in any aspect of the organization's financial activities since the end of the period shown above, check the box and attach a detailed explanation