

Return of Organization Exempt From Income Tax

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

2006

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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

A For the 2006 calendar year, or tax year beginning September 1, 2006, and ending August 31, 2007

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

C Name of organization
ASHOKA

Number and street (or P.O. box if mail is not delivered to street address) Room/suite
1700 NORTH MOORE STREET 2000

City or town, state or country, and ZIP + 4
ARLINGTON, VA 22209-1939

D Employer identification number
51-0255908

E Telephone number
703-527-8300

F Accounting method: Cash Accrual
 Other (specify) ▶

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

- 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 ▶
- H(c)** Are all affiliates included? Yes No
(If "No," attach a list. See instructions.)
- H(d)** Is this a separate return filed by an organization covered by a group ruling? Yes No
- I** Group Exemption Number ▶
- M** Check if the organization is not required to attach Sch. B (Form 990, 990-EZ, or 990-PF).

G Website: ▶ www.ashoka.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 ▶ 31947872

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See the instructions.)

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		30020035	
	c Indirect public support (not included on line 1a)	1c		24735	
	d Government contributions (grants) (not included on line 1a)	1d			
	e Total (add lines 1a through 1d) (cash \$ <u>28296621</u> noncash \$ <u>1748149</u>)	1e			30044770
	2 Program service revenue including government fees and contracts (from Part VII, line 93)	2			0
	3 Membership dues and assessments	3			
	4 Interest on savings and temporary cash investments	4			627599
	5 Dividends and interest from securities	5			1149540
	6a Gross rents	6a			
	b Less: rental expenses	6b			
c Net rental income or (loss). Subtract line 6b from line 6a	6c			0	
7 Other investment income (describe ▶)	7				
Revenue	8a Gross amount from sales of assets other than inventory	(A) Securities		(B) Other	
			16072	8a	
			13360	8b	
			2712	8c	0
d Net gain or (loss). Combine line 8c, columns (A) and (B)	8d			2712	
Revenue	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		
Revenue	10a Gross sales of inventory, less returns and allowances		10a		
		b Less: cost of goods sold	10b		
		c 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			109891	
12 Total revenue. Add lines 1e, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11	12			31934512	
Expenses	13 Program services (from line 44, column (B))	13			25688520
	14 Management and general (from line 44, column (C))	14			1130000
	15 Fundraising (from line 44, column (D))	15			2126318
	16 Payments to affiliates (attach schedule)	16			
	17 Total expenses. Add lines 16 and 44, column (A)	17			28944838
Net Assets	18 Excess or (deficit) for the year. Subtract line 17 from line 12	18			2989674
	19 Net assets or fund balances at beginning of year (from line 73, column (A))	19			53920209
	20 Other changes in net assets or fund balances (attach explanation)	20			13315
	21 Net assets or fund balances at end of year. Combine lines 18, 19, and 20	21			56923198

For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions.

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. (See the instructions.)

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22a	Grants paid from donor advised funds (attach schedule) (cash \$ _____ noncash \$ _____) If this amount includes foreign grants, check here <input type="checkbox"/>	0			
22b	Other grants and allocations (attach schedule) (cash \$ <u>10270072</u> noncash \$ _____) If this amount includes foreign grants, check here <input checked="" type="checkbox"/>	10270072	10270072		
23	Specific assistance to individuals (attach schedule)	0			
24	Benefits paid to or for members (attach schedule)	0			
25a	Compensation of current officers, directors, key employees, etc. listed in Part V-A (attach schedule)	114545	44673	35509	34363
b	Compensation of former officers, directors, key employees, etc. listed in Part V-B (attach schedule)	0			
c	Compensation and other distributions, not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) (attach schedule)	0			
26	Salaries and wages of employees not included on lines 25a, b, and c	6862400	5510589	388797	963014
27	Pension plan contributions not included on lines 25a, b, and c	0			
28	Employee benefits not included on lines 25a - 27	472415	381981	35676	54758
29	Payroll taxes	698735	527442	36092	135201
30	Professional fundraising fees	0			
31	Accounting fees	124491	102007	14306	8178
32	Legal fees	0			
33	Supplies	164790	145269	10265	9256
34	Telephone	309223	250314	16001	42908
35	Postage and shipping	270704	187617	18467	64620
36	Occupancy	816936	574558	172528	69850
37	Equipment rental and maintenance	112728	80142	23849	8737
38	Printing and publications	665195	358090	2049	305056
39	Travel	2024257	1828232	48069	147956
40	Conferences, conventions, and meetings	346444	304774	1053	40617
41	Interest	0			
42	Depreciation, depletion, etc. (attach schedule)	94095	79181	5937	8977
43	Other expenses not covered above (itemize):				
a	See schedule	5597808	5043579	321402	232827
b		0			
c		0			
d		0			
e		0			
f		0			
g		0			
44	Total functional expenses. Add lines 22a through 43g. (Organizations completing columns (B)-(D), carry these totals to lines 13-15)	28944838	25688520	1130000	2126318

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 No
 If "Yes," enter (i) the aggregate amount of these joint costs \$ _____; (ii) the amount allocated to Program services \$ _____; (iii) the amount allocated to Management and general \$ _____; and (iv) the amount allocated to Fundraising \$ _____

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	3044747	45	1256325
	46 Savings and temporary cash investments	9579813	46	17584247
	47a Accounts receivable	47a		
	b Less: allowance for doubtful accounts	47b		47c 0
	48a Pledges receivable	48a 36127835		
	b Less: allowance for doubtful accounts	48b 1405170	33893688	48c 34722665
	49 Grants receivable			49
	50a Receivables from current and former officers, directors, trustees, and key employees (attach schedule)			50a
	b Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) (attach schedule)			50b
	51a Other notes and loans receivable (attach schedule)	51a		
	b Less: allowance for doubtful accounts	51b		51c 0
	52 Inventories for sale or use		48654	52 122246
	53 Prepaid expenses and deferred charges		19812779	53a 20049964
	54a Investments—publicly-traded securities <input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV			54b
	b Investments—other securities (attach schedule) <input type="checkbox"/> Cost <input type="checkbox"/> FMV			
	55a Investments—land, buildings, and equipment: basis	55a		
	b Less: accumulated depreciation (attach schedule)	55b		55c 0
	56 Investments—other (attach schedule)			56
	57a Land, buildings, and equipment: basis	57a 863311		
b Less: accumulated depreciation (attach schedule)	57b 544595	300300	57c 318716	
58 Other assets, including program-related investments (describe ► See schedule)		610065	58 627672	
59 Total assets (must equal line 74). Add lines 45 through 58		67290046	59 74681835	
Liabilities	60 Accounts payable and accrued expenses	440439	60	669671
	61 Grants payable	12929398	61	17088966
	62 Deferred revenue		62	
	63 Loans from officers, directors, trustees, and key employees (attach schedule)		63	
	64a Tax-exempt bond liabilities (attach schedule)		64a	
	b Mortgages and other notes payable (attach schedule)		64b	
	65 Other liabilities (describe ►)		65	
	66 Total liabilities. Add lines 60 through 65		13369837	66 17758637
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74.			
	67 Unrestricted	1880956	67	1639795
	68 Temporarily restricted	32226474	68	35233439
	69 Permanently restricted	19812779	69	20049964
	Organizations that do not follow SFAS 117, check here <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 Total net assets or fund balances. Add lines 67 through 69 or lines 70 through 72. (Column (A) must equal line 19 and column (B) must equal line 21)		53920209	73 56923198	
74 Total liabilities and net assets/fund balances. Add lines 66 and 73		67290046	74 74681835	

Part VI Other Information (continued)		Yes	No
82a	Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	x	
b	If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)		
	82b 2422953		
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	x	
b	Did the organization comply with the disclosure requirements relating to <i>quid pro quo</i> contributions?	x	
84a	Did the organization solicit any contributions or gifts that were not tax deductible?		x
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
84b			
85	501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?		
b	Did the organization make only in-house lobbying expenditures of \$2,000 or less? If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.		
c	Dues, assessments, and similar amounts from members	85c	N/A
d	Section 162(e) lobbying and political expenditures	85d	N/A
e	Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	85e	N/A
f	Taxable amount of lobbying and political expenditures (line 85d less 85e)	85f	0
g	Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	85g	
h	If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	85h	
86	501(c)(7) orgs. Enter: a Initiation fees and capital contributions included on line 12.	86a	N/A
b	Gross receipts, included on line 12, for public use of club facilities	86b	N/A
87	501(c)(12) orgs. Enter: a Gross income from members or shareholders	87a	N/A
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b	N/A
88a	At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Part IX.	88a	x
b	At any time during the year, did the organization, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Part XI	88b	x
89a	501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under: section 4911 0; section 4912 0; section 4955 0		
b	501(c)(3) and 501(c)(4) orgs. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction	89b	x
c	Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958		0
d	Enter: Amount of tax on line 89c, above, reimbursed by the organization		0
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction?	89e	x
f	All organizations. Did the organization acquire a direct or indirect interest in any applicable insurance contract?	89f	x
g	For supporting organizations and sponsoring organizations maintaining donor advised funds. Did the supporting organization, or a fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	89g	
90a	List the states with which a copy of this return is filed	None required	
b	Number of employees employed in the pay period that includes March 12, 2006 (See instructions.)	90b	97
91a	The books are in care of	Ashoka Telephone no. 703-527-8300	
	Located at	1700 N. Moore St., #2000, Arlington, VA ZIP + 4 22209-1939	
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country	91b	x
	See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		