

Form 990

Return of Organization Exempt From Income Tax

OMB No 1545-0047

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

2005

Open to Public Inspection

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

Department of the Treasury Internal Revenue Service

A For the 2005 calendar year, or tax year beginning 01-01-2005 and ending 12-31-2005

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

C Name of organization: PHILANTHROPIC RESEARCH INC. Number and street: 4801 COURTHOUSE STREET SUITE 220. City or town: WILLIAMSBURG, VA 23188

D Employer identification number: 54-1774039. E Telephone number: (757) 229-4631. F Accounting method: Accrual

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

G Web site: HTTPWWWGUIDESTAR.ORG

J Organization type: 501(c)(3)

K Check here if the organization's gross receipts are normally not more than \$25,000

H and I are not applicable to section 527 organizations. H(a) Is this a group return for affiliates? H(b) If "Yes" enter number of affiliates. H(c) Are all affiliates included? H(d) Is this a separate return filed by an organization covered by a group ruling? I Group Exemption Number. M Check if the organization is not required to attach Sch B

L Gross receipts Add lines 6b, 8b, 9b, and 10b to line 12: 5,744,801

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

Table with columns for Revenue, Expenses, and Net Assets. Rows include Contributions, Program service revenue, Membership dues, Interest on savings, Dividends, Gross rents, Other investment income, Gross amount from sales of assets, Special events, Gross sales of inventory, Other revenue, Total revenue, Program services, Management and general, Fundraising, Payments to affiliates, Total expenses, Excess or (deficit) for the year, Net assets at beginning/end of year.

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)

<i>Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.</i>		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22	Grants and allocations (attach schedule) (cash \$ _____ noncash \$ _____) If this amount includes foreign grants, check here <input type="checkbox"/>	22			
23	Specific assistance to individuals (attach schedule)	23			
24	Benefits paid to or for members (attach schedule)	24			
25	Compensation of officers, directors, etc	25	504,091	241,678	157,448
26	Other salaries and wages	26	2,292,114	2,066,585	128,765
27	Pension plan contributions	27	53,380	43,860	6,874
28	Other employee benefits	28	263,568	237,998	14,239
29	Payroll taxes	29	195,485	166,481	15,888
30	Professional fundraising fees	30			
31	Accounting fees	31	11,775	10,212	1,016
32	Legal fees	32	23,952	20,773	2,066
33	Supplies	33	16,780	12,784	3,359
34	Telephone	34	35,608	26,414	8,154
35	Postage and shipping	35	14,183	9,144	3,547
36	Occupancy	36	170,620	132,463	27,770
37	Equipment rental and maintenance	37			
38	Printing and publications	38			
39	Travel	39	222,777	159,511	29,575
40	Conferences, conventions, and meetings	40	26,716	18,223	3,153
41	Interest	41	72,618	62,980	6,265
42	Depreciation, depletion, etc (attach schedule) <input type="checkbox"/>	42	285,976	246,964	24,505
43	Other expenses not covered above (itemize)				
a	See Additional Data Table	43a			
b		43b			
c		43c			
d		43d			
e		43e			
f		43f			
g		43g			
44	Total functional expenses. Add lines 22 through 43 (Organizations completing columns (B)-(D), carry these totals to lines 13-15)	44	6,884,238	6,025,764	539,226
					319,248

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 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? ► GUIDESTAR OPERATES THE NATION'S MOST COMPREHENSIVE DATABASE OF NONPROFIT INFORMATION, SERVING THE NEEDS OF NONPROFITS, OTHER ORGANIZATIONS, AND INDIVIDUALS AND THEREBY IMPROVING TRANSPARENCY, ACCOUNTABILITY, AND EFFICIENCY IN THE NONPROFIT SECTOR 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.)	Program Service Expenses (Required for 501(c)(3) and (4) orgs, and 4947(a)(1) trusts, but optional for others.)
<p>a DATA MANAGEMENT AND TECHNOLOGY (A) PROVIDED INFORMATION ABOUT THE PROGRAMS AND FINANCES OF THE NATION'S CHARITABLE ORGANIZATIONS TO MORE THAN 7.6 MILLION INTERNET USERS VIA WWW.GUIDESTAR.ORG (B) ADDED 387,226 FORM 990 IMAGES TO THE DATABASE. AT THE END OF 2005, THE NUMBER OF 990 IMAGES IN THE DATABASE EXCEEDED 2.4 MILLION, A 22% INCREASE OVER THE TOTAL AT THE END OF 2004 (C) ADDED 233,713 DIGITIZED RECORDS TO THE DATABASE, INCREASING THE TOTAL NUMBER TO MORE THAN 1.9 MILLION DIGITIZED RECORDS, A 14.6% INCREASE OVER 2004 (D) UPGRADED THE GUIDESTAR WEBSITE TO ACCOMMODATE A SUBSCRIPTION MODEL (E) EXPANDED WEBSITE SEARCH CAPABILITIES AND PERFORMANCE THROUGH THE IMPLEMENTATION OF AN ADVANCED SEARCH ENGINE (F) REENGINEERED SEVERAL MAJOR DATA INPUT PROCESSES TO IMPROVE THE ACCURACY AND TIMELINESS OF OUR FORM 990 DATA</p> <p>(Grants and allocations \$) If this amount includes foreign grants, check here <input type="checkbox"/></p>	<p>3,438,031</p>
<p>b COMMUNICATIONS AND NONPROFIT, CUSTOMER, AND PUBLIC SERVICES (A) ADDED MORE THAN 340,000 NONPROFITS TO THE DATABASE, ENABLING USERS OF WWW.GUIDESTAR.ORG TO OBTAIN INFORMATION ON ALL 1.5 MILLION TAX-EXEMPT ORGANIZATIONS REGISTERED WITH THE IRS (B) IN 2005, GUIDESTAR'S OUTREACH ACTIVITIES INCREASED THE NUMBER OF NONPROFITS THAT VOLUNTARILY PROVIDED INFORMATION DIRECTLY TO GUIDESTAR TO 103,315, A 13% INCREASE OVER THE PREVIOUS YEAR (C) GUIDESTAR WAS A VALUABLE SOURCE OF NONPROFIT DATA TO HUNDREDS OF REPORTERS</p> <p>(Grants and allocations \$) If this amount includes foreign grants, check here <input type="checkbox"/></p>	<p>680,357</p>
<p>c BUSINESS SERVICES GUIDESTAR OFFERS A VARIETY OF PRODUCTS AND SERVICES TO HELP MAKE THE USER'S WORK IN THE NONPROFIT SECTOR MORE EFFECTIVE AND EFFICIENT. PRODUCT OPTIONS ARE AVAILABLE FOR ANALYZING AND SUMMARIZING THE DATA WHICH INCLUDES A REPORT ON COMPENSATION, A FINANCIAL ANALYST REPORT, A CHARITY VERIFICATION TOOL AND OTHER SOLUTIONS USED FOR DUE DILIGENCE AND NONPROFIT RESEARCH. IN JUNE 2005, TO COMPLEMENT THE PUBLIC SERVICE OFFERINGS, GUIDESTAR INTRODUCED A NEW, MORE COMPREHENSIVE SEARCH AND RESULT PLATFORM WHICH REFLECTS THE DIFFERENT LEVELS OF DATA AND SEARCH NEEDS OF THE USERS. THESE TWO NEW SEARCH SERVICE OFFERINGS HELPED TO INCREASE THE NUMBER OF GUIDESTAR SUBSCRIBERS BY 93%.</p> <p>(Grants and allocations \$) If this amount includes foreign grants, check here <input type="checkbox"/></p>	<p>1,173,998</p>
<p>d PUBLIC AFFAIRS PROMOTED ACCOUNTABILITY IN THE NONPROFIT SECTOR AND PROMOTED THE ADOPTION OF MORE EFFICIENT AND EFFECTIVE GOVERNMENT PROCESSES BY WORKING WITH FEDERAL AND STATE CHARITY REGULATORS TO DEVELOP INTERNET-BASED TECHNOLOGIES TO (A) GATHER AND AGGREGATE NONPROFIT DATA, (B) DISPLAY INFORMATION ABOUT NONPROFITS TO THE PUBLIC, AND (C) ANALYZE NONPROFIT DATA. IN 2005, GUIDESTAR PROVIDED PUBLIC DISPLAY SERVICES TO THE CALIFORNIA DEPARTMENT OF JUSTICE, THE NEW MEXICO ATTORNEY GENERAL'S OFFICE AND THE VIRGINIA DEPARTMENT OF AGRICULTURE AND CONSUMER AFFAIRS SERVING THOUSANDS OF PUBLIC USERS WITH ACCESS TO NONPROFIT INFORMATION. GUIDESTAR CONTINUED A NEW SERVICE FUNDED BY THE US DEPARTMENT OF COMMERCE'S TECHNOLOGY OPPORTUNITY PROGRAM CONNECTING STATE CHARITY OFFICIALS AROUND THE NATION IN A SECURE INTERNET-BASED PLATFORM TO FACILITATE BETTER INFORMATION SHARING AND ANALYSIS OF FORM 990 DATA FILED BY PUBLIC CHARITIES AND PRIVATE FOUNDATIONS. APPROXIMATELY 70 STATE OFFICES WITH APPROXIMATELY 400 USERS HAD ACCESS TO THE TOOLS AND SERVICES DURING 2005. GUIDESTAR WORKED WITH THE PANEL ON THE NONPROFIT SECTOR, SERVING ON A WORK GROUP FOCUSED ON DEVELOPING RECOMMENDATIONS ON HOW TO IMPROVE FINANCIAL TRANSPARENCY IN THE NONPROFIT SECTOR.</p> <p>(Grants and allocations \$) If this amount includes foreign grants, check here <input type="checkbox"/></p>	<p>733,378</p>
<p>e Other program services (attach schedule) (Grants and allocations \$) If this amount includes foreign grants, check here <input type="checkbox"/></p>	<p></p>
<p>f Total of Program Service Expenses (should equal line 44, column (B), Program services) <input type="checkbox"/></p>	<p>6,025,764</p>

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)		(B)		
		Beginning of year		End of year		
Assets	45 Cash—non-interest-bearing		184,611	45	686,944	
	46 Savings and temporary cash investments			46		
	47a Accounts receivable	47a	431,312			
	b Less allowance for doubtful accounts	47b	24,531	705,529	47c	406,781
	48a Pledges receivable	48a	1,034,221			
	b Less allowance for doubtful accounts	48b		1,935,000	48c	1,034,221
	49 Grants receivable				49	
	50 Receivables from officers, directors, trustees, and key employees (attach schedule)				50	
	51a Other notes and loans receivable (attach schedule)	51a				
	b Less allowance for doubtful accounts	51b			51c	
	52 Inventories for sale or use				52	
	53 Prepaid expenses and deferred charges			1,900	53	1,750
	54 Investments—securities (attach schedule)				54	
	55a Investments—land, buildings, and equipment basis	55a				
	b Less accumulated depreciation (attach schedule)	55b			55c	
56 Investments—other (attach schedule)				56		
57a Land, buildings, and equipment basis	57a	1,394,725				
b Less accumulated depreciation (attach schedule)	57b	868,533	707,072	57c	526,192	
58 Other assets (describe ▶ _____)			69,658	58	65,842	
59 Total assets (must equal line 74) Add lines 45 through 58			3,603,770	59	2,721,730	
Liabilities	60 Accounts payable and accrued expenses		520,911	60	176,333	
	61 Grants payable			61		
	62 Deferred revenue		822,833	62	1,268,983	
	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)			968,553	64b	1,117,382
	65 Other liabilities (describe ▶ _____)			128,831	65	135,827
66 Total liabilities Add lines 60 through 65			2,441,128	66	2,698,525	
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		-1,334,228	67	-1,329,509	
	68 Temporarily restricted		2,496,870	68	1,352,714	
	69 Permanently restricted			69		
	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, column (B) must equal line 21)			1,162,642	73	23,205
	74 Total liabilities and net assets / fund balances Add lines 66 and 73			3,603,770	74	2,721,730

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

a	Total revenue, gains, and other support per audited financial statements	a	4,234,064
b	Amounts included on line a but not on line 12		
1	Net unrealized gains on investments	b1	
2	Donated services and use of facilities	b2	
3	Recoveries of prior year grants	b3	
4	Other (specify) _____	b4	
	Add lines b1 through b4	b	
c	Subtract line b from line a	c	4,234,064
d	Amounts included on line 12, but not on line a		
1	Investment expenses not included on line 6b	d1	
2	Other (specify) _____	d2	1,510,737
	Add lines d1 and d2	d	
e	Total revenue (line 12) Add lines c and d	e	5,744,801

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

a	Total expenses and losses per audited financial statements	a	6,884,238
b	Amounts included on line a but not on line 17		
1	Donated services and use of facilities	b1	
2	Prior year adjustments reported on line 20	b2	
3	Losses reported on line 20	b3	
4	Other (specify) _____	b4	
	Add lines b1 through b4	b	
c	Subtract line b from line a	c	6,884,238
d	Amounts included on line 17, but not on line a :		
1	Investment expenses not included on line 6b	d1	
2	Other (specify) _____	d2	
	Add lines d1 and d2	d	
e	Total expenses (line 17) Add lines c and d	e	6,884,238

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.)

(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
TOM TINSLEY 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	TREASURER 0 00	0	0	0
VIRGINIA A HODGKINSON 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	VICE CHAIR 0 00	0	0	0
WILLIAM F MEEHAN 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	CHAIRMAN 0 00	0	0	0
ROBERT G OTTENHOFF 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	PRESIDENT/CEO 40 00	235,000	27,413	0
STEVEN L SALYER 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	SECRETARY 0 00	0	0	0
DAVID W BROWN 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	MEMBER 0 00	0	0	0
ALAN RAPPAPORT 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	MEMBER 0 00	0	0	0
PAUL L GLENN 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	VP SALES & MARKETING 40 00	225,240	16,438	0
ROBERT K GOODWIN 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	MEMBER/AUDIT COMM CHAIR 0 00	0	0	0
GREGORY M STANTON 4801 COURTHOUSE STREET SUITE 220 WILLIAMSBURG, VA 23188	MEMBER 0 00	0	0	0

Part VI Other Information (continued) Yes No

<p>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?</p> <p>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)</p>	82a		No
<p>83a Did the organization comply with the public inspection requirements for returns and exemption applications?</p> <p>b Did the organization comply with the disclosure requirements relating to quid pro quo contributions?</p>	83a	Yes	
<p>84a Did the organization solicit any contributions or gifts that were not tax deductible?</p> <p>b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?</p>	84a		No
<p>85 <i>501(c)(4), (5), or (6) organizations.</i> a Were substantially all dues nondeductible by members?</p> <p>b Did the organization make only in-house lobbying expenditures of \$2,000 or less?</p> <p>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 the prior year</p> <p>c Dues assessments, and similar amounts from members</p> <p>d Section 162(e) lobbying and political expenditures</p> <p>e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices</p> <p>f Taxable amount of lobbying and political expenditures (line 85d less 85e)</p> <p>g Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?</p> <p>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?</p>	85a		
<p>86 <i>501(c)(7) orgs.</i> Enter a Initiation fees and capital contributions included on line 12</p> <p>b Gross receipts, included on line 12, for public use of club facilities</p>	86a		
<p>87 <i>501(c)(12) orgs.</i> Enter a Gross income from members or shareholders</p> <p>b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)</p>	87a		
<p>88 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</p>	88		No
<p>89a <i>501(c)(3) organizations</i> Enter Amount of tax imposed on the organization during the year under section 4911 <input type="checkbox"/> _____, section 4912 <input type="checkbox"/> _____, section 4955 <input type="checkbox"/> _____</p> <p>b <i>501(c)(3) and 501(c)(4) orgs.</i> 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</p> <p>c Enter Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 <input type="checkbox"/></p> <p>d Enter Amount of tax on line 89c, above, reimbursed by the organization <input type="checkbox"/></p>	89b		No
<p>90a List the states with which a copy of this return is filed <input type="checkbox"/> See Additional Data Table</p> <p>b Number of employees employed in the pay period that includes March 12, 2005 (See instructions) 90b 44</p>			
<p>91a The books are in care of <input type="checkbox"/> MR ROBERT G OTTENHOFF Telephone no <input type="checkbox"/> (757) 229-4631</p> <p style="margin-left: 40px;">4801 COURTHOUSE STREET SUITE 220</p> <p>Located at <input type="checkbox"/> WILLIAMSBURG, VA ZIP + 4 <input type="checkbox"/> 23188</p>			
<p>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)?</p> <p>If "Yes," enter the name of the foreign country <input type="checkbox"/> _____</p> <p>See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts</p>	91b	Yes	No
<p>c At any time during the calendar year, did the organization maintain an office outside of the United States?</p> <p>If "Yes," enter the name of the foreign country <input type="checkbox"/> _____</p>	91c		No
<p>92 Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041—Check here <input type="checkbox"/> and enter the amount of tax-exempt interest received or accrued during the tax year <input type="checkbox"/> 92</p>			

Part VII Analysis of Income-Producing Activities (See the instructions.)

Note: Enter gross amounts unless otherwise indicated.

	Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
93 Program service revenue					
a See Additional Data Table					
b					
c					
d					
e					
f Medicare/Medicaid payments					
g Fees and contracts from government agencies					
94 Membership dues and assessments					385,000
95 Interest on savings and temporary cash investments			14	17,863	
96 Dividends and interest from securities					
97 Net rental income or (loss) from real estate					
a debt-financed property					
b non debt-financed property					
98 Net rental income or (loss) from personal property					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory					
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					
103 Other revenue a _____					
b _____					
c _____					
d _____					
e _____					
104 Subtotal (add columns (B), (D), and (E))		55,830		17,863	3,668,244
105 Total (add line 104, columns (B), (D), and (E))					3,741,937

Note: Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I.

Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes (See the instructions.)

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes)
▼	See Additional Data Table

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities (See the instructions.)

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
	%			
	%			
	%			
	%			

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See the instructions.)

(a) Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? Yes No

(b) Did the organization, during the year, pay premiums, directly or indirectly

NOTE: If "Yes" to (b), file Form 8870 and Form 4720 (see instructions).

Under penalties of perjury, I declare that I have examined this return, including attachments and all information furnished to me, and believe that this return and all information furnished hereon are true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Please Sign Here

Signature of officer

ROBERT G OTTENHOFF PRESIDENT
Type or print name and title

Paid Preparer's Use Only

Preparer's signature: NORVELL O SCOTT III Date

Firm's name (or yours if self-employed), address, and ZIP + 4: GOODMAN & COMPANY LLP
701 TOWN CENTER DRIVE SUITE 700
NEWPORT NEWS, VA 236064295

**SCHEDULE A
(Form 990 or
990EZ)**

Organization Exempt Under Section 501(c)(3)

(Except Private Foundation) and Section 501(e), 501(f), 501(k),
501(n), or 4947(a)(1) Nonexempt Charitable Trust

Supplementary Information—(See separate instructions.)

▶ **MUST be completed by the above organizations and attached to their Form 990 or 990-EZ**

OMB No 1545-0047

2005

Department of the
Treasury
Internal Revenue
Service

Name of the organization
PHILANTHROPIC RESEARCH INC

Employer identification number

54-1774039

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees
(See page 1 of the instructions. List each one. If there are none, enter "None.")

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
DEBRA G SNIDER 4801 COURTHOUSE ST 220 WILLIAMSBURG, VA 23188	VP ADMCOMMUN 40 00	111,207	6,630	0
ELENOR B RIGHTER 4801 COURTHOUSE ST 220 WILLIAMSBURG, VA 23188	DIR BUS DEVELOPMENT 40 00	102,215	9,414	0
DANIEL L MOORE 4801 COURTHOUSE ST 220 WILLIAMSBURG, VA 23188	VP PUBLIC AFFAIRS 40 00	99,303	6,516	0
CHARLES E MCLEAN 4801 COURTHOUSE ST 220 WILLIAMSBURG, VA 23188	VP DATA MGTRES 40 00	97,552	10,314	0
RICHARD R PARADIS 4801 COURTHOUSE ST 220 WILLIAMSBURG, VA 23188	SENIOR DB ADMIN 40 00	96,357	8,173	0
Total number of other employees paid over \$50,000 ▶	16			

Part II-A Compensation of the Five Highest Paid Independent Contractors for Professional Services
(See page 2 of the instructions. List each one (whether individual or firms). If there are none, enter "None.")

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
ELIZABETH A WOLFE 8606 CROSS CHASE COURT FAIRFAX STATION, VA 22039	FINANCIAL ADVISOR	76,934
Total number of others receiving over \$50,000 for professional services ▶		

Part II-B Compensation of the Five Highest Paid Independent Contractors for Other Services
(List each contractor who performed services other than professional services, whether individual or firms. If there are none, enter "None". See page X for instructions.)

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
DATASTREAM CONTENT SOLUTIONS PO BOX 876 SEVERNA PARK, MD 21146	DATA DIGITIZATION	1,085,149
SENTRALIANT 4551 COX ROAD SUITE 400 GLEN ALLEN, VA 23060	WEB HOSTING SERVICES	181,630
URBAN INSTITUTE PO BOX 7273 DEPT A-1 WASHINGTON, DC 20044	SOFTWARE DEVELOPMENT	114,015
ERICKSON BARNETT 12012 SUNSET HILLS RD SUITE 460 RESTON, VA 20190	MARKETING SERVICES	82,368
BAY MOUNTAIN PO BOX 3065 RICHMOND, VA 23228	WEB HOSTING SERVICES	78,627
Total number of other contractors receiving over \$50,000 for other services ▶	1	

Part III Statements About Activities (See page 2 of the instructions.)

Yes No

1	During the year, has the organization attempted to influence national, state, or local legislation, include any attempt to influence public opinion on a legislative matter or referendum? If "Yes," enter the total expenses paid or incurred in connection with the lobbying activities ▶ \$ <u>11,270</u> (Must equal amounts on line 38, Part VI-A, or line 1 of Part VI-B) Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A Other organizations checking "Yes" must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities	1	Yes	
2	During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? (If the answer to any question is "Yes," attach a detailed statement explaining the transactions.)			
a	Sale, exchange, or leasing property?	2a		No
b	Lending of money or other extension of credit?	2b		No
c	Furnishing of goods, services, or facilities?	2c		No
d	Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)?	2d	Yes	
e	Transfer of any part of its income or assets?	2e		No
3a	Do you make grants for scholarships, fellowships, student loans, etc ? (If "Yes," attach an explanation of how you determine that recipients qualify to receive payments)	3a		No
b	Do you have a section 403(b) annuity plan for your employees?	3b	Yes	
c	During the year, did the organization receive a contribution of qualified real property interest under section 170(h)?	3c		No
4a	Did you maintain any separate account for participating donors where donors have the right to provide advice on the use or distribution of funds?	4a		No
b	Do you provide credit counseling, debt management, credit repair, or debt negotiation services?	4b		No

Part IV Reason for Non-Private Foundation Status (See pages 3 through 6 of the instructions.)The organization is not a private foundation because it is (Please check only **ONE** applicable box)

- 5** A church, convention of churches, or association of churches Section 170(b)(1)(A)(i)
- 6** A school Section 170(b)(1)(A)(ii) (Also complete Part V)
- 7** A hospital or a cooperative hospital service organization Section 170(b)(1)(A)(iii)
- 8** A Federal, state, or local government or governmental unit Section 170(b)(1)(A)(v)
- 9** A medical research organization operated in conjunction with a hospital Section 170(b)(1)(A)(iii) **Enter the hospital's name, city, and state** ▶ _____
- 10** An organization operated for the benefit of a college or university owned or operated by a governmental unit Section 170(b)(1)(A)(iv) (Also complete the **Support Schedule** in Part IV-A)
- 11a** An organization that normally receives a substantial part of its support from a governmental unit or from the general public Section 170(b)(1)(A)(vi) (Also complete the **Support Schedule** in Part IV-A)
- 11b** A community trust Section 170(b)(1)(A)(vi) (Also complete the **Support Schedule** in Part IV-A)
- 12** An organization that normally receives **(1) more than 33 1/3%** of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc , functions—subject to certain exceptions, and **(2) no more than 33 1/3%** of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See section 509(a)(2) (Also complete the **Support Schedule** in Part IV-A)
- 13** An organization that is not controlled by any disqualified persons (other than foundation managers) and supports organizations described in **(1)** lines 5 through 12 above, or **(2)** sections 501(c)(4), (5), or (6), if they meet the test of section 509(a)(2) Check the box that describes the type of supporting organization ▶ Type 1 Type 2 Type 3

Provide the following information about the supported organizations (see page 5 of the instructions)

(a) Name(s) of supported organization(s)	(b) Line number from above

- 14** An organization organized and operated to test for public safety Section 509(a)(4) (See page 5 of the instructions)

Part IV-A Support Schedule (Complete only if you checked a box on line 10, 11, or 12) **Use cash method of accounting.****Note:** You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting.

Calendar year (or fiscal year beginning in)	(a) 2004	(b) 2003	(c) 2002	(d) 2001	(e) Total
15 Gifts, grants, and contributions received (Do not include unusual grants See line 28)	3,065,000	3,502,887	2,828,033	10,134,063	19,529,983
16 Membership fees received					0
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc , purpose	2,475,178	1,545,025	716,629	271,635	5,008,467
18 Gross income from interest, dividends, amounts received from payments on securities loans (section 512(a)(5)), rents, royalties, and unrelated business taxable income (less section 511 taxes) from businesses acquired by the organization after June 30, 1975	562	8,801	12,395	15,089	36,847
19 Net income from unrelated business activities not included in line 18					0
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					0
21 The value of services or facilities furnished to the organization by a governmental unit without charge Do not include the value of services or facilities generally furnished to the public without charge					0
22 Other income Attach a schedule Do not include gain or (loss) from sale of capital assets					0
23 Total of lines 15 through 22	5,540,740	5,056,713	3,557,057	10,420,787	24,575,297
24 Line 23 minus line 17	3,065,562	3,511,688	2,840,428	10,149,152	19,566,830
25 Enter 1% of line 23	55,407	50,567	35,571	104,208	
26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24					
b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 2001 through 2004 exceeded the amount shown in line 26a Do not file this list with your return. Enter the total of all these excess amounts					
c Total support for section 509(a)(1) test Enter line 24, column (e)					
d Add Amounts from column (e) for lines 18 _____ 19 _____ 22 _____ 26b _____					
e Public support (line 26c minus line 26d total)					
f Public support percentage (line 26e (numerator) divided by line 26c (denominator))					
27 Organizations described on line 12: a For amounts included in lines 15, 16, and 17 that were received from a "disqualified person," prepare a list for your records to show the name of, and total amounts received in each year from, each "disqualified person " Do not file this list with your return. Enter the sum of such amounts for each year (2004) _____ (2003) _____ (2002) _____ (2001) _____					
b For any amount included in line 17 that was received from each person (other than "disqualified persons"), prepare a list for your records to show the name of, and amount received for each year, that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000 (Include in the list organizations described in lines 5 through 11, as well as individuals) Do not file this list with your return. After computing the difference between the amount received and the larger amount described in (1) or (2) , enter the sum of these differences (the excess amounts) for each year (2004) _____ (2003) _____ (2002) _____ (2001) _____					
c Add Amounts from column (e) for lines 15 _____ 19,529,983 16 _____ 0 17 _____ 5,008,467 20 _____ 0 21 _____ 0					
d Add Line 27a total _____ and line 27b total _____					
e Public support (line 27c total minus line 27d total)					
f Total support for section 509(a)(2) test Enter amount from line 23, column (e)					
g Public support percentage (line 27e (numerator) divided by line 27f (denominator))					
h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))					
28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 2001 through 2004, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant Do not file this list with your return. Do not include these grants in line 15					

Part V Private School Questionnaire (See page 7 of the instructions.)**(To be completed ONLY by schools that checked the box on line 6 in Part IV)**

		Yes	No
29	Does the organization have a racially nondiscriminatory policy toward students by statement in its charter, bylaws, other governing instrument, or in a resolution of its governing body?		
30	Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?		
31	Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students, or during the registration period if it has no solicitation program, in a way that makes the policy known to all parts of the general community it serves? If "Yes," please describe, if "No," please explain (If you need more space, attach a separate statement)		
32	Does the organization maintain the following		
a	Records indicating the racial composition of the student body, faculty, and administrative staff?		
b	Records documenting that scholarships and other financial assistance are awarded on racially nondiscriminatory basis?		
c	Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?		
d	Copies of all material used by the organization or on its behalf to solicit contributions?		
	If you answered "No" to any of the above, please explain (If you need more space, attach a separate statement)		
33	Does the organization discriminate by race in any way with respect to		
a	Students' rights or privileges?		
b	Admissions policies?		
c	Employment of faculty or administrative staff?		
d	Scholarships or other financial assistance?		
e	Educational policies?		
f	Use of facilities?		
g	Athletic programs?		
h	Other extracurricular activities?		
	If you answered "Yes" to any of the above, please explain (If you need more space, attach a separate statement)		
34a	Does the organization receive any financial aid or assistance from a governmental agency?		
b	Has the organization's right to such aid ever been revoked or suspended? If you answered "Yes" to either 34a or b, please explain using an attached statement		
35	Does the organization certify that it has complied with the applicable requirements of sections 4 01 through 4 05 of Rev Proc 75-50, 1975-2 C B 587, covering racial nondiscrimination? If "No," attach an explanation		

Part VI-A Lobbying Expenditures by Electing Public Charities (See page 9 of the instructions.)
(To be completed ONLY by an eligible organization that filed Form 5768)Check **a** if the organization belongs to an affiliated group Check **b** if you checked "a" and "limited control" provisions apply

Limits on Lobbying Expenditures		(a) Affiliated group totals	(b) To be completed for ALL electing organizations
(The term "expenditures" means amounts paid or incurred)			
36	Total lobbying expenditures to influence public opinion (grassroots lobbying)	36	
37	Total lobbying expenditures to influence a legislative body (direct lobbying)	37	
38	Total lobbying expenditures (add lines 36 and 37)	38	
39	Other exempt purpose expenditures	39	
40	Total exempt purpose expenditures (add lines 38 and 39)	40	
41	Lobbying nontaxable amount Enter the amount from the following table— If the amount on line 40 is— The lobbying nontaxable amount is— Not over \$500,000 20% of the amount on line 40 Over \$500,000 but not over \$1,000,000 \$100,000 plus 15% of the excess over \$500,000 Over \$1,000,000 but not over \$1,500,000 \$175,000 plus 10% of the excess over \$1,000,000 Over \$1,500,000 but not over \$17,000,000 \$225,000 plus 5% of the excess over \$1,500,000 Over \$17,000,000 \$1,000,000	41	
42	Grassroots nontaxable amount (enter 25% of line 41)	42	
43	Subtract line 42 from line 36 Enter -0- if line 42 is more than line 36	43	
44	Subtract line 41 from line 38 Enter -0- if line 41 is more than line 38	44	
Caution: If there is an amount on either line 43 or line 44, you must file Form 4720.			

4-Year Averaging Period Under Section 501(h)(Some organizations that made a section 501(h) election do not have to complete all of the five columns below
See the instructions for lines 45 through 50 on page 11 of the instructions)

Calendar year (or fiscal year beginning in) ▶	Lobbying Expenditures During 4-Year Averaging Period				
	(a) 2005	(b) 2004	(c) 2003	(d) 2002	(e) Total
45	Lobbying nontaxable amount				
46	Lobbying ceiling amount (150% of line 45(e))				
47	Total lobbying expenditures				
48	Grassroots nontaxable amount				
49	Grassroots ceiling amount (150% of line 48(e))				
50	Grassroots lobbying expenditures				

Part VI-B Lobbying Activity by Nonelecting Public Charities

(For reporting only by organizations that did not complete Part VI-A) (See page 11 of the instructions.)

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of

	Yes	No	Amount
a Volunteers		No	
b Paid staff or management (Include compensation in expenses reported on lines c through h.)	Yes		
c Media advertisements		No	0
d Mailings to members, legislators, or the public		No	0
e Publications, or published or broadcast statements		No	0
f Grants to other organizations for lobbying purposes		No	0
g Direct contact with legislators, their staffs, government officials, or a legislative body	Yes		11,270
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means		No	0
i Total lobbying expenditures (Add lines c through h.)			11,270

If "Yes" to any of the above, also attach a statement giving a detailed description of the lobbying activities

Additional Data

Software ID:

Software Version:

EIN: 54-1774039

Name: PHILANTHROPIC RESEARCH INC

Form **4562**
 (Rev. January 2006)
 Department of the Treasury
 Internal Revenue Service

Depreciation and Amortization
(Including Information on Listed Property)

OMB No 1545-0172
2005
 Attachment Sequence No **67**

▶ See separate instructions. ▶ Attach to your tax return.

Name(s) shown on return PHILANTHROPIC RESEARCH INC	Business or activity to which this form relates Form 990 Page 2	Identifying number 54-1774039
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Part I Election To Expense Certain Property Under Section 179
Note: If you have any listed property, complete Part V before you complete Part I.

1 Maximum amount See the instructions for a higher limit for certain businesses	1	\$105,000
2 Total cost of section 179 property placed in service (see instructions)	2	
3 Threshold cost of section 179 property before reduction in limitation	3	\$420,000
4 Reduction in limitation Subtract line 3 from line 2 If zero or less, enter -0-	4	
5 Dollar limitation for tax year Subtract line 4 from line 1 If zero or less, enter -0- If married filing separately, see instructions	5	

(a) Description of property	(b) Cost (business use only)	(c) Elected cost
6		
7 Listed property Enter the amount from line 29	7	
8 Total elected cost of section 179 property Add amounts in column (c), lines 6 and 7	8	
9 Tentative deduction Enter the smaller of line 5 or line 8	9	
10 Carryover of disallowed deduction from line 13 of your 2004 Form 4562	10	
11 Business income limitation Enter the smaller of business income (not less than zero) or line 5 (see instructions)	11	
12 Section 179 expense deduction Add lines 9 and 10, but do not enter more than line 11	12	
13 Carryover of disallowed deduction to 2006 Add lines 9 and 10, less line 12	13	

Note: Do not use Part II or Part III below for listed property. Instead, use Part V.

Part II Special Depreciation Allowance and Other Depreciation (Do not include listed property) (See instructions)

14 Special allowance for certain aircraft, certain property with a long production period, and qualified NYL or GO Zone property (other than listed property) placed in service during the tax year (see instructions)	14	
15 Property subject to section 168(f)(1) election	15	
16 Other depreciation (including ACRS)	16	278,932

Part III MACRS Depreciation (Do not include listed property.) (See instructions.)
Section A

17 MACRS deductions for assets placed in service in tax years beginning before 2005	17	
18 If you are electing to group any assets placed in service during the tax year into one or more general asset accounts, check here		<input type="checkbox"/>

Section B—Assets Placed in Service During 2005 Tax Year Using the General Depreciation System

(a) Classification of property	(b) Month and year placed in service	(c) Basis for depreciation (business/investment use only—see instructions)	(d) Recovery period	(e) Convention	(f) Method	(g) Depreciation deduction
19a 3-year property						
b 5-year property		1,885	5	HY	200 DB	377
c 7-year property						
d 10-year property						
e 15-year property						
f 20-year property						
g 25-year property			25 yrs		S/L	
h Residential rental property			27 5 yrs	MM	S/L	
			27 5 yrs	MM	S/L	
i Nonresidential real property			39 yrs	MM	S/L	
				MM	S/L	

Section C—Assets Placed in Service During 2005 Tax Year Using the Alternative Depreciation System

20a Class life					S/L	
b 12-year			12 yrs		S/L	
c 40-year			40 yrs	MM	S/L	

Part IV Summary (see instructions)

21 Listed property Enter amount from line 28	21	
22 Total. Add amounts from line 12, lines 14 through 17, lines 19 and 20 in column (g), and line 21 Enter here and on the appropriate lines of your return Partnerships and S corporations—see instr	22	279,309
23 For assets shown above and placed in service during the current year, enter the portion of the basis attributable to section 263A costs	23	

Part V Listed Property (Include automobiles, certain other vehicles, cellular telephones, certain computers, and property used for entertainment, recreation, or amusement.)

Note: For any vehicle for which you are using the standard mileage rate or deducting lease expense, complete only 24a, 24b, columns (a) through (c) of Section A, all of Section B, and Section C if applicable.

Section A-Depreciation and Other Information (Caution: See the instructions for limits for passenger automobiles.)

24a Do you have evidence to support the business/investment use claimed? Yes No 24b If "Yes," is the evidence written? Yes No

Table with columns (a) through (i) for depreciation and other information. Includes rows 25, 26, 27, 28, and 29.

Section B-Information on Use of Vehicles

Complete this section for vehicles used by a sole proprietor, partner, or other "more than 5% owner," or related person. If you provided vehicles to your employees, first answer the questions in Section C to see if you meet an exception to completing this section for those vehicles.

Table for Section B with columns (a) through (f) for vehicle use. Includes rows 30 through 36.

Section C-Questions for Employers Who Provide Vehicles for Use by Their Employees

Answer these questions to determine if you meet an exception to completing Section B for vehicles used by employees who are not more than 5% owners or related persons (see instructions).

Table for Section C with columns Yes and No for employer questions. Includes rows 37 through 41.

Note: If your answer to 37, 38, 39, 40, or 41 is "Yes," do not complete Section B for the covered vehicles

Part VI Amortization

Table for Section VI with columns (a) through (f) for amortization. Includes rows 42, 43, and 44.

Additional Data

Software ID:

Software Version:

EIN: 54-1774039

Name: PHILANTHROPIC RESEARCH INC

TY 2005 General Explanation Attachment

Name: PHILANTHROPIC RESEARCH INC

EIN: 54-1774039

Identifier	Return Reference	Explanation
OFFICER COMPENSTAION ALLOCATION	FORM 990, PART II, LINE 25	NAME OF OFFICER, ETC ROBERT G OTTENHOFFTOTALS COMPENSATION 235,000EMPLOYEE BEN PLANS 13,397EXPENSE ACCOUNTS 0A PROGRAM SERVICESCOMPENSATION 0EMPLOYEE BEN PLANS 0EXPENSE ACCOUNTS 0TOTAL 0B MANAGEMENT AND GENERALCOMPENSATION 141,000EMPLOYEE BEN PLANS 8,038EXPENSE ACCOUNTS 0TOTAL 149,038C FUNDRAISINGCOMPENSATION 94,000EMPLOYEE BEN PLANS 5,359EXPENSE ACCOUNTS 0TOTAL 99,359NAME OF OFFICER, ETC PAUL L GLENNTOTALS COMPENSATION 225,240EMPLOYEE BEN PLANS 7,833EXPENSE ACCOUNTS 0A PROGRAM SERVICESCOMPENSATION 225,240EMPLOYEE BEN PLANS 7,833EXPENSE ACCOUNTS 0TOTAL 233,073B MANAGEMENT AND GENERALCOMPENSATION 0EMPLOYEE BEN PLANS 0EXPENSE ACCOUNTS 0TOTAL 0C FUNDRAISINGCOMPENSATION 0EMPLOYEE BEN PLANS 0EXPENSE ACCOUNTS 0TOTAL 0TOTAL PROGRAM SERVICES 233,073TOTAL MANAGEMENT AND GENERAL 149,038TOTAL FUNDRAISING 99,359TOTAL OFFICER, ETC , COMPENSATION INCLUDED ON LINE 25 481,470

TY 2005 Mortgages and Notes Payable Schedule**Name:** PHILANTHROPIC RESEARCH INC**EIN:** 54-1774039**Total Mortgage Amount:** 0

Item No.	1
Lender's Name	ARTHUR W SCHMIDT JR
Lender's Title	
Relationship to Insider	FORMER CHAIRMAN OF BOARD
Original Amount of Loan	560221
Balance Due	399794
Date of Note	1995-06
Maturity Date	2010-07
Repayment Terms	7 ANNUAL PAYMENTS OF P&I OF \$92,187
Interest Rate	5.0000
Security Provided by Borrower	NONE
Purpose of Loan	OPERATING CAPITAL
Description of Lender Consideration	cash
Consideration FMV	560221

Item No.	2
Lender's Name	NONPROFIT FINANCE FUND
Lender's Title	
Relationship to Insider	NONE
Original Amount of Loan	500000
Balance Due	717588
Date of Note	2004-06
Maturity Date	2010-10
Repayment Terms	INTEREST ONLY PMTS UNTIL 10/05; PRINC.& INT. PMTS OF \$14,500 FOR 60 MOS.
Interest Rate	6.0000
Security Provided by Borrower	ALL ACCOUNTS RECEIVABLE, PROPERTY AND EQUIPMENT
Purpose of Loan	OPERATING CAPITAL
Description of Lender Consideration	Cash
Consideration FMV	717588

TY 2005 Other Assets Schedule

Name: PHILANTHROPIC RESEARCH INC

EIN: 54-1774039

Description	Beginning of Year Amount	End of Year Amount
SECURITY DEPOSIT	2,436	5,286
INTANGIBLE ASSET - WEB SITE DOMAIN	67,222	60,556

TY 2005 Other Liabilities Schedule

Name: PHILANTHROPIC RESEARCH INC

EIN: 54-1774039

Description	Beginning of Year Amount	End of Year Amount
ACCRUED VACATION	71,239	87,553
INTEREST - RELATED PARTY	11,714	10,000
CAPITAL LEASE	45,878	38,274

**TY 2005 Other Revenues
Not Included Schedule****Name:** PHILANTHROPIC RESEARCH INC**EIN:** 54-1774039

Description	Amount
FUNDING FOR FUTURE CALENDAR YEARS	1,510,737

TY 2005 Non Electing Public Charities Statement

Name: PHILANTHROPIC RESEARCH INC

EIN: 54-1774039

Statement: PHILANTHROPIC RESEARCH, INC. IS INVOLVED IN MINIMAL DIRECT LOBBYING ACTIVITIES. DURING 2005, IT CONTACTED MEMBERS OF CONGRESS AND THEIR STAFF REGARDING NONPROFIT REFORM PROPOSALS AND PROVISIONS OF THE CARE ACT.

Additional Data**Software ID:****Software Version:****EIN:** 54-1774039**Name:** PHILANTHROPIC RESEARCH INC**Form 990, Part II, Line 43 - Other expenses not covered above (itemize):**

<i>Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.</i>		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
a INTERNET ACCESS	43a	69,039	65,193	606	3,240
b DUES LICENSES AND SUBSCRIPTIONS	43b	9,392	1,160	4,820	3,412
c ADVERTISING AND MARKETING	43c	168,688	161,207	335	7,146
d BANK SERVICE CHARGES	43d	46,041	38,611	7,430	
e DATA DIGITIZATION	43e	985,741	985,741		
f CONSULTANTS AND CONTRACTORS	43f	486,060	404,323	81,737	
g HOSTING	43g	288,716	288,716		
h HOSTING EQUIPMENT LEASES	43h	317,832	317,832		
i TECHNICAL SUPPORT AND EQUIPMENT	43i	104,246	104,246		
j SOFTWARE EXPENSE	43j	89,658	89,658		
k UTILITIES	43k	2,876	2,681	50	145
l LOSS ON DISPOSAL OF PROPERTY & EQUIPMENT	43l	18,741	16,253	1,617	871
m CONTRACT COSTS	43m	36,325	36,325		
n PERSONAL PROPERTY TAXES	43n	22,192	19,246	1,915	1,031
o OTHER OFFICE EXPENSES	43o	49,048	38,502	8,092	2,454

Form 990, Part VI, Line 90a - List the states with which a copy of this return is filed:

List the states with which a copy of this return is filed

AL, AK, AZ, AR, CA, CT, FL, GA, IL, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, NH, NJ, NM, NY, NC, OH, OK, OR, PA, RI, SC, TN, UT, VA, WA, WV, WI

Form 990, Part VII, Line 93 - Program service revenue:

Note: Enter gross amounts unless otherwise indicated.	Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
a 93A DATA SVRCROYALTIES					1,349,283
b 93B COMPENSATION STUDY					160,761
c 93C CHARITY CHECK					76,722
d 93D ANALYST REPORTS					86,838
e 93E PARTNER SERVICES					656,613
f 93F GUIDESTAR FOR GRANTMAKERS					94,320
g 93G GUIDESTAR PRO					37,093
h 93H SALARY SEARCH					50,000
i 93I GRANT EXPLORER					106,798
j 93J DATA RESEARCH					7,200
k ADVERTISING	541800	55,830			
l 93K FINANCIAL ASSISTANT					14,000
m 93L ENTERPRISE LICENSES					51,000
n 93M PAID SEARCHES					587,577
o 93N EDOCS					4,875
p 93O NPQ					164

Form 990, Part VIII - Relationship of Activities to the Accomplishment of Exempt Purposes:

Line No. ▼	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes).
93A	DATA SERVICESROYALTIES - GUIDESTAR LICENSES DATA TO CUSTOMERS WHO PAY FEES AND ROYALTIES FOR ITS USE THESE DATA INFORM PHILANTHROPY AND NONPROFIT PRACTICE THROUGH A VARIETY OF DISTRIBUTION CHANNELS BOTH DIRECTLY TO END-USERS AND THROUGH DISTRIBUTORS WHO USE GUIDESTAR DATA TO ENHANCE THEIR OWN PRODUCT OFFERINGS
93B	COMPENSATION STUDY - THIS BROAD-BASED REPORT OFFERS AN IN-DEPTH VIEW OF SALARY AND BENEFIT PRACTICES ACROSS THE SECTOR THE ONLY STUDY OF ITS KIND TOUSE OFFICIAL IRS-REPORTED DATA ON MORE THAN 83000 NONPROFIT ORGANIZATIONS IT IS AN INVALUABLE TOOL FOR BOTH DONORS AND NONPROFIT PROFESSIONALS ACROSSTHE COUNTRY
93C	CHARITY CHECK - GRANTMAKES FIND THAT THIS SUBSCRIPTION-BASED SERVICE ALLOWS FOR MORE EFFICIENT AND COST EFFECTIVE PROCESSING OF GRANT APPLICATIONS BY PROVIDING THEM WITH A ONE-STOP DUE DILIGENCE TOOL CHARITY CHECK IS A COMBINATION OF THE USER-FRIENDLY GUIDESTAR SEARCH ENGINE AND DATABASE WITH AN UP-TO-DATE ELECTRONIC FORM OF IRS PUBLICATION 78
93D	ANALYST REPORTS - THESE DYNAMICALLY GENERATED EASY-TO-READ GRAPHICAL REPORTS GIVE DONORS AND NONPROFIT PROFESSIONALS AN IN-DEPTH PICTURE OF A SPECIFIC ORGANIZATION'S FISCAL PERFORMANCE OVER TIME AVAILABLE FOR MORE THAN 200000 NONPROFITS ANALYST REPORTS ALLOW FOR BENCHMARKING PERFORMANCE REVIEW ANDCOMPARATIVE ANALYSIS OF CHARITIES' ACTIVITIES
93E	PARTNER SERVICES - THIS PROGRAM LICENSES CUSTOMER-BUILT WEB PAGES ALONG WITH THE GUIDESTAR DATABASE AND SEARCH ENGINE TO 24 PHILANTHROPY INTRA AND INTER NET SITES THROUGH THESE PARTNER ARRANGEMENTS GUIDESTAR DATA INFORMS ONLINE GIVING WORKPLACE MATCHING GIFT PROGRAMS DONOR ADVISED FUNDS AND RESEARCH BY VARIOUS PROFESSIONAL SERVICE PROVIDERS
93F	GUIDESTAR FOR GRANTMAKERS - THIS SERVICE CONVENIENTLY BUNDLES A NUMBER OFFEE-BASED SERVICES INTO ONE EASY-TO-PURCHASE BUNDLE DESIGNED SPECIFICALLY FOR GRANTMAKERS
93G	GUIDESTAR PRO - THIS SERVICE BUNDLES SEVERAL OTHER FEE-BASED SERVICES INTO ONE EASY-TO-PURCHASE BUNDLE DESIGNED SPECIFICALLY FOR PROFESSIONAL USERS OF THE GUIDESTAR WEB SITE
93H	SALARY SEARCH - THIS INTERACTIVE CONSTANTLY UPDATED APPLICATION ALLOWS USERS TO RESEARCH COMPENSATION INFORMATION ON MORE THAN 280000 PUBLIC CHARITIES AND PRIVATE FOUNDATIONS REPRESENTING NEARLY 1 MILLION INDIVIDUALS DYNAMIC REPORTS HELP INFORM INTERNAL COMPENSATION DECISIONS AND PROVIDE ANALYSIS TO HELP PROFESSIONALS SERVE THE NONPROFIT SECTOR
93I	GRANT EXPLORER - THIS SUBSCRIPTION-BASED SEARCH IS THE MOST COMPREHENSIVESOURCE OF GRANT INFORMATION AVAILABLE ON-LINE GRANT SEEKERS AND GRANTMAKERS CAN RESEARCH INFORMATION ON FUNDING AND PROGRAMS FOR MORE THAN 42000 US FOUNDATIONS AND 1900000 GRANTS SEARCHES CAN BE CONDUCTED FOR FUNDERS GRANTEES OR SPECIFIC PEOPLE IN THE PHILANTHROPIC COMMUNITY USING A VARIETY OF SEARCH CRITERIA
93J	DATA RESEARCH - GUIDESTAR RESEARCHERS ANALYZE THE DATABASE AND COMPILE REPORTS ACCORDING TO CUSTOMER SPECIFICATIONS THESE REPORTS ILLUSTRATE TRENDS IN COMPENSATION MANAGEMENT AND FUNDRAISING BUDGETS & GENERAL PRACTICES IN THE SECTOR AS REPORTED ON FORMS 990 AND 990PF
93K	FINANCIAL ASSISTANT - AN INTERNET BASED TOOL DRIVEN BY GUIDESTAR DIGITIZED DATA SPECIFICALLY DESIGNED TO PROVIDE MAXIMUM FLEXIBILITY FOR RESEARCHINGTHE NONPROFIT SECTOR
93L	ENTERPRISE LICENSE - GUIDESTAR LICENSES THE USE OF GUIDESTAR DIGITIZED DATA AND SELECTED GUIDESTAR TOOLS TO BE ACCESSED FROM THE GUIDESTAR WEB INTERFACE FOR THE PURPOSE OF CLIENT AND GENERAL RESEARCH ON THOSE ORGANIZATIONS AND INDIVIDUALS THAT PARTICIPATE IN THE NONPROFIT SECTOR
93M	PAID SEARCHES - NEW SERVICES THAT GIVE USERS IMPROVED WAYS TO SEARCH RETRIEVE AND STORE NONPROFIT DATA TWO LEVELS OF ENHANCED SERVICE AND FUNCTIONALITY ARE OFFERED GUIDESTAR PREMIUM AND GUIDESTAR SELECT TO BEST FIT THE NEEDS OF THE USER
93N	EDOCs - THIS ON-LINE DOCUMENT STORAGE AND RETRIEVAL SYSTEM ALLOWS ALL EXEMPT ORGANIZATIONS TO DEMONSTRATE FURTHER THEIR COMMITMENT TO TRANSPARENCY BY UPLOADING ANY IMPORTANT FINANCIAL OR NARRATIVE PDFS RIGHT TO THEIR GUIDESTAR REPORT ORGANIZATIONS CAN UPLOAD THEIR MOST RECENT FORMS 990 LETTERS OF DETERMINATION AUDITED FINANCIAL STATEMENTS ANNUAL REPORTS AND OTHER DOCUMENTS THAT GRANTMAKERS AND DONORS WANT TO SEE
93O	NPQ - A COLLABORATION WITH THE NONPROFIT QUARTERLY TO SELL THEIR WHITE PAPERS ON NONPROFIT ISSUES DIRECTLY FROM THE GUIDESTAR SITE THESE AFFORDABLY PRICED ARTICLES GIVE NONPROFIT PRACTITIONERS ADDITIONAL RESOURCES TO HELP THEM IN THEIR DAILY WORK

Additional Data

Software ID:

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Name: PHILANTHROPIC RESEARCH INC

Line 2d - Note on Compensation: SEE 990/990EZ