| erii | | PHIC print - DO NOT PROCESS As Filed Data - | | DI | -N: 93 | 3493329002004 |
|-------------------------------|--|--|---------------------|--|--|---|
| | 990 | Return of Organization Exempt From | Income ⁻ | Тах | 01 | MBNo 1545-0047 |
| | 330 | Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue | | | | 2013 |
| 93 | | foundations) | | | | |
| | ent of the Tre Revenue Ser | generally cannot redact the information on the | form | law, the IR | (S | Open to Public Inspection |
| | | Information about Form 990 and its instructions is at <u>www.IRS.gov</u> | /form990 | | | Inspection |
| | | 13 calendar year, or tax year beginning 01-01-2013 , 2013, and ending 12-31 C Name of organization | 2013 | D Faultan | | : :: : |
| | eck if appli Tress chang | DELTA DENTAL OF NORTH CAROLINA | | . , | | ification number |
| | ne change | Doing Business As | | 56-101 | .8068 | |
| | ne change Ial return | | | | | |
| _ | minated | Number and street (or P O box if mail is not delivered to street address) Room/suit 4208 SIX FORKS ROAD NO 912 | e | E Telephon | e numbe | er |
| | ended retu | Im City or town, state or province, country, and ZIP or foreign postal code | | (800)5 | 87-95 | 14 |
| _ | lication pe | RALEIGH, NC 27609 | | | | |
| i Abb | nication pe | | | G Gross rec | | · · · |
| | | F Name and address of principal officer CURTIS R LADIG CPA | H(a) Is thu subo | ıs a group r rdınates? | eturn f | or 「Yes 「No |
| | | 4208 SIX FORKS ROAD NO 912 RALEIGH,NC 27609 | | | | |
| | | KALLIGH, NC 27003 | H(b) Are a inclu | | ates | ∏ Yes ∏ No |
| I Ta: | x-exempt | status 501(c)(3) 🔽 501(c)(4) 📲 (Insert no) 🔽 4947(a)(1) or 🔽 527 | | | ılıst (s | see instructions) |
| J W | ebsite: 🕨 | WWW DELTADENTALNC COM | H(c) Grou | ıp exemptio | on num | ber 🕨 |
| | 6 | | | | | |
| | | Ization 🔽 Corporation 🗍 Trust 🗍 Association 🗍 Other 🕨 | L Year of to | rmation 1970 | JMIS | tate of legal domicile NC |
| ince Ince | <u>1 H</u> | E DENTAL BENEFITS COMPANY OF CHOICE IN THE MARKETS WE SERV | | | | |
| | 2 Che | eck this box 🏹 if the organization discontinued its operations or disposed of mber of voting members of the governing body (Part VI, line 1a) | | | net ass | ets 8 |
| | 2 Che 3 Nui | eck this box 🏹 if the organization discontinued its operations or disposed of | | · | | |
| | 2 Cha 3 Nui 4 Nui 5 Tot | eck this box 🏹 if the organization discontinued its operations or disposed of mber of voting members of the governing body (Part VI, line 1a) | · · · · | · · | 3 | 8 |
| | 2 Cha 3 Nui 4 Nui 5 Tot 6 Tot | eck this box F if the organization discontinued its operations or disposed of mber of voting members of the governing body (Part VI, line 1a) mber of independent voting members of the governing body (Part VI, line 1b) tal number of individuals employed in calendar year 2013 (Part V, line 2a) . tal number of volunteers (estimate if necessary) | · · · · · | | 3 4 5 6 | 8 8 18 0 |
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| | 2 Cha 3 Nur 4 Nur 5 Tot 6 Tot 7a Tot b Net 8 C 9 P 10 I | eck this box IFT if the organization discontinued its operations or disposed of mber of voting members of the governing body (Part VI, line 1a) mber of independent voting members of the governing body (Part VI, line 1b) tal number of individuals employed in calendar year 2013 (Part V, line 2a) . tal number of volunteers (estimate if necessary) tal unrelated business revenue from Part VIII, column (C), line 12 t unrelated business taxable income from Form 990-T, line 34 | | • • • • • • • • • • • • • • • • • • • | 3 4 5 6 7a 7b 0 25 56 | 8 8 18 0 0 0 Current Year 0 76,354,133 |
| Activities & | 2 Cha 3 Nui 4 Nui 5 Tot 6 Tot 7a Tot 8 C 9 P 10 I 11 C 12 T | eck this box IFT if the organization discontinued its operations or disposed of mber of voting members of the governing body (Part VI, line 1a) mber of independent voting members of the governing body (Part VI, line 1b) tal number of individuals employed in calendar year 2013 (Part V, line 2a) . tal number of volunteers (estimate if necessary) tal unrelated business revenue from Part VIII, column (C), line 12 t unrelated business taxable income from Form 990-T, line 34 Contributions and grants (Part VIII, line 1h) Program service revenue (Part VIII, line 2g) nvestment income (Part VIII, column (A), lines 3, 4, and 7d) Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) Fotal revenue—add lines 8 through 11 (must equal Part VIII, column (A), line | | 51,793,12 60,52 22,83 | 3 4 5 6 7a 7b 0 25 56 23 | 8 8 18 0 0 0 Current Year 0 76,354,133 10,952 16,004 |
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| Revenue Activities & | 2 Cha 3 Nur 4 Nur 5 Tot 6 Tot 7a Tot b Net 8 C 9 P 10 I 11 C 12 T 13 C 14 E 15 S 16a P b T 17 C 18 T 19 R 20 T 21 T | eck this box ▶☐ if the organization discontinued its operations or disposed of mber of voting members of the governing body (Part VI, line 1a) . mber of independent voting members of the governing body (Part VI, line 1b) tal number of individuals employed in calendar year 2013 (Part V, line 2a) tal number of volunteers (estimate if necessary) . tal number of volunteers (estimate if necessary) . tal unrelated business revenue from Part VIII, column (C), line 12 . tal unrelated business taxable income from Form 990-T, line 34 . Contributions and grants (Part VIII, line 1h) . . Program service revenue (Part VIII, column (A), lines 3, 4, and 7d) . . Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), lines . . Salaries, other compensation, employee benefits (Part IX, column (A), lines . . Salaries, other compensation, employee benefits (Part IX, column (A), lines . . Other expenses (Part IX, column (D), line 25) ▶0 . . . Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) . . . Total expenses | Prio | | 3 4 5 6 7a 7b 0 25 56 23 04 0 551 23 04 0 551 23 0 551 23 0 551 23 0 551 23 0 550 56 56 57 | 8 8 18 0 0 0 0 Current Year 0 76,354,133 10,952 16,004 76,381,089 0 69,096,470 1,701,981 0 5,116,017 75,914,468 466,621 End of Year 12,496,106 |

Under penalties of perjury, I declare that I have examined this return, including my knowledge and belief, it is true, correct, and complete Declaration of prepar preparer has any knowledge

| | | **** | | | | | | | |
|---------|--|--|---|--|--|--|--|--|--|
| Sign | Signature of officer | | | | | | | | |
| Here | GORAN JURKOVIC CHIEF FINANCIAL OFFICER | | | | | | | | |
| | 7 ⊺ | ype or print name and title | | | | | | | |
| Paid | | Print/Type preparer's name Preparer's signature DAVID LOWENTHAL CPA | | | | | | | |
| Prepare | r | Firm's name 🕨 PLANTE & MORAN PLLC | | | | | | | |
| Use Onl | | Firm's address 🕨 1111 MICHIGAN AVE | | | | | | | |
| | - | EAST LANSING, MI 4882 | 3 | | | | | | |

May the IRS discuss this return with the preparer shown above? (see instructio

For Paperwork Reduction Act Notice, see the separate instructions.

| | 990 (2 | - | | | Page 2 |
|------------|---|---|---|--|---|
| Par | III | Statement of Program Service Check If Schedule O contains a response | | III | ম |
| 1 | Briefl | , describe the organization's mission | | | |
| UNM ORA | ATCHE _ HEAL | TAL PLAN OF NORTH CAROLINAS MI D QUALITY AND VALUE IN OUR PRO TH AS AN ESSENTIAL PART OF OVEF DF CHOICE IN THE MARKETS WE SER | GRAMS AND SERVICES, AND T RALL HEALTH ITS OVERARCHI | O VIGOROUSLY PROMOTE THE | IMPORTANCE OF |
| 2 | the pr | e organization undertake any significant or Form 990 or 990-EZ? s," describe these new services on Sche | | | └ Yes \/ No |
| 3 | servic | e organization cease conducting, or mak es? | | | ∏Yes ☑No |
| 4 | Descr expen | be the organization's program service a ses Section 501(c)(3) and 501(c)(4) or al expenses, and revenue, if any, for eac | ccomplishments for each of its th rganizations are required to report | | |
| 4a | OF TH PROD BENEF SAVIN OF AC QUALI ADDIT LEADI INCRE WHIC WITHU ARE P BORD EMER HEALT DENT, LARGE HAS E THEY AND E NETW THE G SUPPO |) (Expenses \$ DTING DENTAL CAREDELTA DENTAL PLAN OF NOF E ORGANIZATION IS TO ADVANCE AND PROMOTE JCTS THAT MEET THE NEEDS OF CUSTOMERS TI ITS FOR THE PUBLIC AND ADVANCING THE SCIEL G STRATEGIESDELTA DENTAL BENEFIT PLANS ARE TIVITIES, SUCH AS COST MANAGEMENT POLICIE: Y, COST-EFFECTIVE DENTAL BENEFIT DELIVERY ION, THE DELTA DIFFERENCE HELPS KEEP OUR T NG TECHNOLOGY PLATFORM, ENTERPRISE TECH BLE SERVICE INCLUDING ONLINE, REAL-TIME CLA ASING THE VOLUME OF CLAIMS THAT ARE SUBMI 4 REPRESENTS A 2% INCREASE FROM THE PREV VUT ANY MANUAL INTERVENTION QUALITY SERVIT ROCESSED WITHIN 10 WORKING DAYS UNEQUAL ERS THROUGH A PARTNERSHIP WITH INTERNAT GENCY AND EMERGENCY DENTAL CARE WHEN TH H BY DESIGNING AND ADMINISTERING INNOVATI L BENEFIT PROGRAMS THAT MEET CUSTOMER C PANELS OF FULL-TIME PARTICIPATING DENTISTS VII EDUCTIBLES WILL BE BILLED THIS LOWERS CLAID DRKS OF FULL-TIME PARTICIPATING DENTISTS I REATEST ACCESS AT THE BEST COST THE DELTA RRTS DENTAL EDUCATION AND RESEARCH IN 20 RT THESE CAUSES | E THE IMPROVEMENT OF ORAL HEALTH T HIS WAS DEMONSTRATED IN 2013 BY PAY NCE OF DENTISTRY IN ADDITION,CLAIMS E COMMITTED TO SAVING GROUPS AND S S, FEE REDUCTION AGREEMENTS WITH D IN 2013, THE DELTA DIFFERENCE SAVE TREND BELOW THE NATIONAL INFLATION/ NOLOGY SOLUTIONS (ETS), HAS BEEN INT AIMS PROCESSING DELTA DENTAL'S CONT ITTED ELECTRONICALLY IN 2013, AN EST JOUS YEAR, AND MORE THAN 95% OF AL CE IS ALSO MEASURED THROUGH INTERN LED ACCESS TO DENTISTSTHE BENEFITS (IONAL SOS ASSISTANCE, INC, DELTA DEIT HEY ARE OUTSIDE OF THE UNITED STATE: IVE, COST-EFFECTIVE DENTAL BENEFITS (S IN FACT, 3 OUT OF 4 DENTISTS NATIO DEFFECTIVE DENTAL CARE DELTA DENTAL'S LACCEPT THEIR PAYMENT FOR COVEREI IM COSTS FOR CUSTOMERS AND REDUCE N ONE INTEGRATED CLAIMS SYSTEM, DEI ADDITAL FUND, THE COMPANY'S PHILANT | HIS IS DONE BY OFFERING INNOVATIVE, (YING OUT OVER \$69 MILLION IN CLAIMS A S WERE PROCESSED FOR OVER 120,000 3 SUBSCRIBERS MONEY THE DELTA DIFFER DENTISTS, AND AN ANTI-FRAUD HOTLINE, D GROUPS AND SUBSCRIBERS APPROXIM, ARY TREND IN DENTAL BENEFITS DELTA D TERNATIONALLY RECOGNIZED AS PROVIDI TINUED PRIORITY IS TO REDUCE COSTS A "IMATED 80% OF CLAIMS WERE SUBMITT L CLAIMS - ELECTRONIC, ONLINE AND PA VAL AUDITS RESULTS INDICATE OVER 96 DF DELTA DENTAL ARE NOW AVAILABLE BE NTAL ENROLLEES CAN NOW RECEIVE EXPI S FOR FIVE DECADES, DELTA DENTAL HAS ROGRAMS EXPERTS AT PLAN DESIGN, DE ROVE AND MAINTAIN ORAL HEALTH THE INWIDE PARTICIPATE WITH DELTA DENTA S GROUP MEMBERS ARE AFFORDED ADDE D SERVICES AND THAT NO CHARGES, OTH ES OUT-OF-POCKET COSTS FOR SUBSCRI ITA DENTAL CAN DELIVER TO CUSTOMERS | COST-EFFECTIVE IND BY PROVIDING DENTAL SUBSCRIBERS COST ENCE IS AN INTEGRATION PUT TO WORK ENSURING ATELY \$1 1 BILLION IN VENTAL'S INDUSTRY NG THE BEST IN FAST, WID IMPROVE SERVICE BY ED ELECTRONICALLY, PER - WERE PROCESSED 8 PERCENT OF CLAIMS YOND THIS NATION'S TREATMENT FOR NON- 6 HELPED PROMOTE ORAL LTA DENTAL HAS CREATED PROGRAMS FEATURE L THIS KIND OF REACH D PROTECTION BECAUSE HER THAN CO-PAYMENTS BERS WITH TWO 6 AND GROUP MEMBERS, CES IN DENTISTRY AND |
| 4b | (Code |) (Expenses \$ | including grants of \$ |) (Revenue \$ |) |
| 4c | (Code |) (Expenses \$ | including grants of \$ |) (Revenue \$ |) |
| 4d | (Exp | | ng grants of \$ |) (Revenue \$ |) |
| 4e | roca | program service expenses F 7 | 24,508,677 | | Form 990 (2013) |

| | t IV Checklist of Required Schedules | | Yes | No |
|-----|--|-----|------|----|
| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i> | 1 | 1.63 | No |
| 2 | Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)? | 2 | | No |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I | 3 | | No |
| 4 | Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i> | 4 | | |
| 5 | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i> | 5 | | No |
| 6 | Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part 1</i> | 6 | | No |
| 7 | Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i> D | 7 | | No |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 😨 | 8 | | No |
| 9 | Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV 😨 | 9 | | No |
| 10 | Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i> | 10 | | No |
| 11 | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable | | | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI. 😨 | 11a | Yes | |
| b | Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i> | 11b | | No |
| С | Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i> | 11c | | No |
| d | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i> | 11d | | No |
| e | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 🕏 | 11e | Yes | |
| f | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i> | 11f | Yes | |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII 😼 | 12a | Yes | |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional \mathfrak{B} | 12b | Yes | |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E \ldots | 13 | | No |
| 14a | Did the organization maintain an office, employees, or agents outside of the United States? | 14a | | No |
| b | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i> | 14b | | No |
| 15 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i> | 15 | | No |
| 16 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i> | 16 | | No |
| 17 | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I (see instructions)</i> | 17 | | No |
| 18 | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i> | 18 | | No |
| 19 | Dıd the organızatıon report more than \$15,000 of gross ıncome from gamıng activities on Part VIII, line 9a? <i>If</i> "Yes," complete Schedule G, Part III | 19 | | No |
| 20a | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | No |
| b | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | | | |

Page **3**

| Par | t IV Checklist of Required Schedules (continued) | | | | | | | |
|-----|--|-----|-----|----|--|--|--|--|
| 21 | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i> | 21 | | No | | | | |
| 22 | 2 Did the organization report more than \$5,000 of grants or other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III | | | | | | | |
| 23 | B Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J | | | | | | | |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i> | 24a | | No | | | | |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | | | | | |
| с | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? | 24c | | | | | | |
| d | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? \cdot . \cdot . | 24d | | | | | | |
| 25a | Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | No | | | | |
| Ь | Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i> | 25b | | No | | | | |
| 26 | Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If so, complete Schedule L, Part II</i> | 26 | | No | | | | |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> . | 27 | | No | | | | |
| 28 | Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions) | | | | | | | |
| а | A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> | 28a | | No | | | | |
| Ь | A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes,"</i> complete Schedule L, Part IV | 28b | | No | | | | |
| с | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i> | 28c | | No | | | | |
| 29 | Did the organization receive more than $$25,000$ in non-cash contributions? If "Yes," complete Schedule M . | 29 | | No | | | | |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M | 30 | | No | | | | |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I | 31 | | No | | | | |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> | 32 | | No | | | | |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I | 33 | | No | | | | |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1 | 34 | Yes | | | | | |
| 35a | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | 35a | Yes | | | | | |
| b | If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> 😼 | 35b | Yes | | | | | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2 | 36 | | | | | | |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI 😨 | 37 | | No | | | | |
| 38 | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O | 38 | Yes | | | | | |

| Form | 990 (2013) | | | Page 5 |
|------------|--|----------|-----|---------------|
| Pa | rt V Statements Regarding Other IRS Filings and Tax Compliance | | | _ |
| | Check if Schedule O contains a response or note to any line in this Part V | | | <u>.</u> |
| 19 | Enter the number reported in Box 3 of Form 1096 Enter -0 - if not applicable 1a 11,416 | | Yes | No |
| | Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable 1b 0 | | | |
| | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable | | | |
| | gaming (gambling) winnings to prize winners? | 1c | Yes | |
| 2a | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return | | | |
| h | by this return | | | |
| U | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | 2b | Yes | |
| 3a | Did the organization have unrelated business gross income of $1,000$ or more during the year? | 3a | | No |
| b | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O | 3b | | |
| 4 a | 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)? | 4a | | No |
| b | If "Yes," enter the name of the foreign country 🕨 See instructions for filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial Accounts | | | |
| 5a | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? $$. $$. | 5a | | No |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | No |
| с | If "Yes," to line 5a or 5b, did the organization file Form 8886-T? | 55 | | |
| | | 5c | | |
| | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? | 6a | | No |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? | 6b | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | |
| а | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? | 7a | | |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? \ldots . \ldots | 7b | | |
| С | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? | 7c | | |
| d | If "Yes," indicate the number of Forms 8282 filed during the year 7d | | | |
| e | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7e | | |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | 7f | | |
| g | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g | | |
| h | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7h | | |
| 8 | Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year? | | | |
| • | | 8 | | |
| 9 | Sponsoring organizations maintaining donor advised funds. Did the organization make any taxable distributions under section 4966? | 9a | | |
| a b | Did the organization make a distribution to a donor, donor advisor, or related person? | 9a 9b | | |
| 10 | Section 501(c)(7) organizations. Enter | 50 | | |
| | Initiation fees and capital contributions included on Part VIII, line 12 10a | | | |
| | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities | | | |
| 11 | Section 501(c)(12) organizations. Enter | | | |
| | Gross income from members or shareholders | | | |
| b | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them) | | | |
| | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | | |
| b | If "Yes," enter the amount of tax-exempt interest received or accrued during the year | | | |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers. | | | |
| а | Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O | 13a | | |
| b | Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans | | | |
| с | Enter the amount of reserves on hand | | | |
| 14a | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | | No |
| b | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | 14b | | |

| Par | t VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 74 "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or change Social instructions | | | |
|------------|---|---------------------|-----|----|
| | <i>See instructions.</i> Check if Schedule O contains a response or note to any line in this Part VI | | | ٦ |
| Se | ection A. Governing Body and Management | | | |
| | | | Yes | No |
| 1 a | Enter the number of voting members of the governing body at the end of the tax year | | | |
| | If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O | | | |
| b | Enter the number of voting members included in line 1a, above, who are independent | | | |
| 2 | Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? | 2 | | No |
| 3 | Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? | 3 | | No |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form 990 was | 4 | | No |
| 5 | filed? | - 4 5 | | No |
| 6 | Did the organization become aware during the year of a significant diversion of the organization's assess . | 6 | Yes | |
| | Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or | | 105 | |
| | more members of the governing body? | 7a | Yes | |
| b | Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? | 7b | Yes | |
| 8 | Dıd the organızatıon contemporaneously document the meetıngs held or written actions undertaken during the year by the following | | | |
| а | The governing body? | 8a | Yes | |
| b | Each committee with authority to act on behalf of the governing body? | 8b | Yes | |
| | Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? <i>If "Yes," provide the names and addresses in Schedule O</i> | 9 | | No |
| Se | ection B. Policies (This Section B requests information about policies not required by the Internal R | eveni | | |
| | | 10- | Yes | No |
| | Did the organization have local chapters, branches, or affiliates? | 10a | | No |
| | If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? | 10b | | |
| | Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? | 11a | Yes | |
| | Describe in Schedule O the process, if any, used by the organization to review this Form 990 | | | |
| | Did the organization have a written conflict of interest policy? If "No," go to line 13 | 12a | Yes | |
| | Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b | Yes | |
| С | Did the organization regularly and consistently monitor and enforce compliance with the policy? <i>If "Yes," describe in Schedule O how this was done</i> | 12c | Yes | |
| 13 | Did the organization have a written whistleblower policy? | 13 | Yes | |
| 14 | Did the organization have a written document retention and destruction policy? | 14 | Yes | |
| 15 | Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? | | | |
| а | The organization's CEO, Executive Director, or top management official | 15a | Yes | |
| b | O ther officers or key employees of the organization | 15b | Yes | |
| | If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions) | | | |
| 62 | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? | 16a | | No |
| | If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the | | | |
| | organization's exempt status with respect to such arrangements? | 16b | | |
| b | organization's exempt status with respect to such arrangements? | 16b | | |
| b | organization's exempt status with respect to such arrangements? | 16b | | |

| 19 | Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of |
|----|--|
| | interest policy, and financial statements available to the public during the tax year |

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization ►GORAN JURKOVIC CHIEF FINANCIAL OFF 4100 OKEMOS ROAD OKEMOS, MI 48864 (517) 349-6000

Part VIII Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check If Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees 1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

• List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0- in columns (D), (E), and (F) if no compensation was paid

+ List all of the organization's current key employees, if any See instructions for definition of "key employee "

• List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations

• List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations

• List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

🦵 Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

| (A) Name and Title | (B) A verage hours per week (list any hours for related organizations below dotted line) | more pers | person is both an officer and a director/trustee) | | Position (do not check more than one box, unless person is both an officer and a director/trustee) or director/trustee) or director or director or director or director | | tion (do not check han one box, unless n is both an officer a director/trustee) | | (D) Reportable compensation from the organization (W- 2/1099- MISC) | (E) Reportable compensation from related organizations (W- 2/1099- MISC) | (F) Estimated amount of other compensation from the organization and related organizations |
|-----------------------------|--|--------------|--|---|---|---|--|---------|---|--|--|
| (1) KATHY TRUSCH | 50 | | | | | | | | | | |
| TREASURER | 1 00 | х | | X | | | | 3,900 | 1,000 | 0 | |
| (2) CURTIS SCHWEITZER | 50 | | | | | | | | | | |
| SECRETARY | 0 00 | х | | X | | | | 3,900 | 0 | 0 | |
| (3) PAUL CARRUTH | 50 | | | | | | | | | | |
| | | Х | | X | | | | 5,850 | 20,700 | 0 | |
| CHAIRMAN (4) ALAN CLARKE | 5 00 | | | | | | | | | | |
| | 50 | х | | x | | | | 4,450 | 0 | 0 | |
| VICE CHAIRPERSON | 0 00 | | | | | | | | | | |
| (5) MICHAEL MOUNTJOY | 50 | х | | | | | | 4,150 | 22,800 | 15,500 | |
| DIRECTOR | 7 00 | | | | | | | ., | , | | |
| (6) JOHN COLLIER JR | 50 | v | | | | | | 2 150 | 20.000 | 0 | |
| DIRECTOR | 6 00 | Х | | | | | | 3,150 | 28,000 | 0 | |
| (7) CARL EXNER | 50 | | | | | | | | | | |
| DIRECTOR | 0 00 | Х | | | | | | 4,650 | 0 | 0 | |
| (8) DAVID RICE | 50 | | | | | | | | | | |
| | | х | | | | | | 4,150 | 0 | 0 | |
| DIRECTOR (9) CURT LADIG | 0 00 | | | | | | | | | | |
| (9) CORT LADIG | 50 00 | | | x | | | | 321,090 | 0 | 19,718 | |
| CHIEF EXECUTIVE OFFICER | 0 00 | | | | | | | | | | |
| (10) GORAN JURKOVIC CPA | 50 | | | x | | | | 0 | 717,169 | 345,991 | |
| CHIEF FINANCIAL OFFICER | 49 50 | | | Â | | | | Ű | , 11,105 | 515,551 | |
| (11) JON GROAT | 1 00 | | | | | | | | | 26.204 | |
| GENERAL COUNSEL | 49 00 | | | X | | | | 0 | 317,312 | 26,204 | |
| (12) BRIAN KEEFE | 40 00 | | | | | | | | | | |
| VP SALES AND ACCT MGT | 0 00 | | | | | X | | 122,621 | 0 | 23,135 | |
| (13) DENISE SAUNDERS | 40 00 | | | | | | | | | | |
| | | | | | | X | | 140,059 | 0 | 10,693 | |
| SMALL MARKET ACCT SALES REP | 0 00 | | | | | | | | | | |
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Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued) Part VII

| (A) Name and Title | | (B) A verage hours per week (list any hours | (C) Position (do not check more than one box, unless person is both an officer and a director/trustee) | | | | | | | (E) Reportable compensation from related organizations (W- | | (F) Estima mount of compens from t | ted fother atıon he |
|-----------------------|--|---|--|-----------------------|----------|--------------|---------------------------------|--------|---------------------|---|---|---|------------------------------|
| | | for related organızatıons below dotted lıne) | Individual trustee or director | Institutional Trustee | Officei | Key employee | Highest compensided employee | Former | 2/1099-MISC) | 2/1099-MISC) | | ganızatı relate organıza | ed |
| | | | | | | | | | | | | | |
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| | Sub-Total | <u> </u> | l <u> </u> | <u> </u> | <u> </u> | <u> </u> | | • | | | | | |
| с | Total from continuation shee | ts to Part VII, S | ection / | ۹. | | | • | Þ | | | | | |
| d | Total (add lines 1b and 1c) . | | | | | | • | • | 617,970 | 1,106,98 | 1 | | 441,241 |
| 2 | Total number of individuals (i \$100,000 of reportable comp | | | | | | d abov | e) w | ho received more th | an | | | |
| | | | | | | | | | | | | Yes | No |
| 3 | Did the organization list any f on line 1a? <i>If "Yes," complete</i> | | | | | | | | | | 3 | | No |
| 4 | For any individual listed on lir | ne 1a, is the sum | ofrepo | rtabl | e co | mpe | nsatioi | n and | d other compensatio | on from the | 3 | | No |
| | organization and related organization and related organization and related organization of the second s | | | | | | | | | ıch | 4 | X a c | |

5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person . 5

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year

| | | | • |
|---|--|--------------------------------|----------------------------|
| | (A) Name and business address | (B) Description of services | (C) Compensation |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| 2 | Total number of independent contractors (including but not limited to those listed above) \$100,000 of compensation from the organization F 0 | who received more than | |

4

Yes

Νo

| Form 99 | | | | | | | | Page 9 |
|---|--------|---|---|------------------------|----------------------|--|---|---|
| Part \ | /111 | | | aa ar nata ta anu lur | a in this Davt VIII | | | – |
| | | <u>Cneck If Schea</u> | <u>ule O contains a respor</u> | ise or note to any iir | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512-514 |
| | 1a | Federated cam | paıgns 1a | | | | | |
| Contributions, Gifts, Grants and Other Similar Amounts | ь | Membershıp du | ies | | | | | |
| 0 9 9 | c | Fundraising ev | ents 1c | | | | | |
| Ęţ | d | | | | | | | |
| Gif | | Related organiz | | | | | | |
| sim, | e | Government grant | s (contributions) 1e | | | | | |
| E E | f | All other contribution similar amounts not | ons, gifts, grants, and 1f ot included above | | | | | |
| i te | g | | ons included in lines | i | | | | |
| id (| | 1a-1f \$ | - 1 - 16 | | | | | |
| <u> </u> | h | Total. Add line: | sia-if | · · · • | | | | |
| an | | | | Business Code | | | | |
| Program Service Revenue | 2a | DENTAL BENEFIT O | COVERAG | 524114 | 76,354,133 | 76,354,133 | | |
| | Ь | | | | | | | |
| | C . | | | | | | | |
| | d | | | | | | | |
| | e | | | | | | | |
| | f | All other progra | am service revenue | | | | | |
| | g | | s2a-2f | | 76,354,133 | | | |
| | 3 | | ome (including dividen ar amounts) | | 10,199 | | | 10,199 |
| | 4 | | stment of tax-exempt bond | | | | | |
| | 5 | Royalties . | | 🕨 | | | | |
| | | | (ı) Real | (11) Personal | | | | |
| | 6a | Gross rents | | | | | | |
| | Ь | Less rental expenses | | | | | | |
| | С | Rental income or (loss) | | | | | | |
| | d | Net rental inco | me or (loss) | 🕨 | | | | |
| | _ | Creas amount | (I) Securities | (II) O ther | | | | |
| | 7a | Gross amount from sales of assets other than inventory | 5,545,683 | | | | | |
| | Ь | Less cost or other basis and | 5,544,930 | | | | | |
| | | sales expenses Gain or (loss) | 753 | | | | | |
| | c d | | s) | | 753 | | | 753 |
| | 8a | | rom fundraısıng | •••• | | | | |
| Other Revenue | | events (not inc \$ of contributions | luding | | | | | |
| ъ | | See Part IV, lır | ne 18 a | | | | | |
| ler | ь | less directex | penses b | | | | | |
| ₹. | c | | (loss) from fundraising | events 🕨 | | | | |
| | 9a | | rom gaming activities | | | | | |
| | | See Part IV, lır | ne 19 a | | | | | |
| | ь | less directex | penses b | | | | | |
| | с | | (loss) from gaming acti | vities | | | | |
| | 10a | Gross sales of | | | | | | |
| | | returns and allo | | | | | | |
| | Ь | less costofa | a oodssold b | | | | | |
| | | | (loss) from sales of inve | entory 🛏 | | | | |
| | _ | Miscellaneou | | Business Code | | | | |
| | 11a | MISCELLANEO | DUSINCOME | 900099 | 16,004 | | | 16,004 |
| | Ь | | | | | | | |
| | с | | | | | | | |
| | d | All other reven | ue | | | | | |
| | e | Total. Add lines | s11a-11d | · · · • | 16,004 | | | |
| | 12 | Total revenue. | See Instructions . | · · · · • | 76,381,089 | 76,354,133 | | 0 26,956 |

| | 990 (2013) | | | | Page 10 |
|---------|--|-----------------------|-----------------------------|---------------------------------------|-------------------------|
| | IX Statement of Functional Expenses | | | | |
| Section | on 501(c)(3) and 501(c)(4) organizations must complete all columns. All | | | | |
| | Check if Schedule O contains a response or note to any line in this | | (B) | (c) | <u> </u> (D) |
| | ot include amounts reported on lines 6b, o, 9b, and 10b of Part VIII. | (A) Total expenses | Program service expenses | Management and general expenses | Fundraising expenses |
| 1 | Grants and other assistance to governments and organizations in the United States See Part IV, line 21 | | | | |
| 2 | Grants and other assistance to individuals in the United States See Part IV , line 22 | | | | |
| 3 | Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16 | | | | |
| 4 | Benefits paid to or for members | 69,096,470 | 69,096,470 | | |
| 5 | Compensation of current officers, directors, trustees, and key employees | 375,008 | 243,755 | 131,253 | |
| 6 | Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) | | | | |
| 7 | Other salaries and wages | 1,005,164 | 968,885 | 36,279 | |
| 8 | Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) | 41,958 | 39,955 | 2,003 | |
| 9 | Other employee benefits | 177,312 | 155,022 | 22,290 | |
| 10 | Payroll taxes | 102,539 | 95,237 | 7,302 | |
| 11 | Fees for services (non-employees) | | | | |
| а | Management | | | | |
| b | Legal | 11,219 | | 11,219 | |
| С | Accounting | 52,942 | | 52,942 | |
| d | Lobbying | | | | |
| е | Professional fundraising services See Part IV, line 17 | | | | |
| f | Investment management fees | | | | |
| g | Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O) | 292,457 | 192,719 | 99,738 | |
| 12 | Advertising and promotion | 32,272 | 32,225 | · · · · · · · · · · · · · · · · · · · | |
| 13 | Office expenses | 373,063 | 349,509 | 23,554 | |
| 14 | Information technology | 127,997 | 92,231 | 35,766 | |
| 15 | Royalties | 127,557 | 52,251 | 55,700 | |
| 16 | | 148,905 | | 148,905 | |
| 17 | Travel | 103,973 | 83,392 | 20,581 | |
| 18 | Payments of travel or entertainment expenses for any federal, | 103,575 | 03,352 | 20,501 | |
| | state, or local public officials | | | | |
| 19 | Conferences, conventions, and meetings | 7,426 | 5,095 | 2,331 | |
| 20 | Interest | 400,000 | | 400,000 | |
| 21 | Payments to affiliates | | | ļ ļ | |
| 22 | Depreciation, depletion, and amortization | 15,806 | 8,901 | 6,905 | |
| 23 | Insurance | 11,030 | | 11,030 | |
| 24 | Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24e If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O) | | | | |
| а | COMMISSION | 1,372,423 | 1,372,423 | | |
| b | ADMIN/OH | 998,354 | 703,672 | 294,682 | |
| с | COMPUTER PROCESSING FEE | 513,246 | 513,246 | | |
| d | PREMIUM TAX | 512,203 | 512,203 | | |
| e | All other expenses | 142,701 | 43,737 | 98,964 | |
| 25 | Total functional expenses. Add lines 1 through 24e | 75,914,468 | 74,508,677 | 1,405,791 | 0 |
| 26 | Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation Check here Fr if following SOP 98-2 (ASC 958-720) | | | | |
| | | • | | <u></u> Fo | rm 990 (2013) |
| | | | | | |

| Sequence CA) Beginning of year End of year 1 Cash-non-interest-beamp 2.07.27 1 4.205.40 2 Sawings and temporary cash investments 5 5 3 3 3 Pledges and grants receivable, net 5 5 3 3 3 5 Loans and other receivable from current and former officers, directors, trustees, key schedule1 5 | | | | | | | - | · · · · |
|---|-------------|-----|--|-------------------|------------------------------|------------|-------------|------------------------|
| 1 Cab. monumerative theory cash investments 2.007.207 1 4.209.540 2 Savings and temporary cash investments 3.3 5.546.660 2 3.311.630 3 P Redges and grants receivable, net 3 3 1 4.401.022 5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest comparated employees. Complete Part II of Schedule I 5 6 Loans and other receivables from other disqualified persons (as defined under sectors 49.850(L)), persons described in a ectors 49.850(L)(S) volumery employees. 5 7 Notes and loans raceivable, net 7 6 9 Prepaid expenses and deferred charges 67.212 9 20.601 10 Loan, building, and equipment cost or other basis. Camplete Part II of Schedule D 6 7 6 10 Loan, building, and equipment cost or other basis. Camplete Part V in Schedule D 12 12 12 11 Investments-publicly trade declarates. 11 12 12 12 Investments-publicly trade declarates. 14 10 12 13 Interporal | | | | | | | | |
| 2 Savings and temporary cash investments 5.646.682 2 3.311.633 3 Pridges and grants receivable, net 3 3 4 Accounts receivables, net 2.058.447 4 4.511.022 5 Loans and other receivables from current and former officers, directors, trustees, key services 5 5 5 5 Loans and other receivables from other disgualified persons (as defined under section 9.95 (C)(3) (B) and ontholung employers and sponsoring organizations of section 50 1C (2) voluntary employers beneficitary agranzizations (see instructions) Complete Part II of Schedule L 6 7 Notes and other receivable, net 7 7 8 Inventomes for sale or use 6 6 9 Prepaid expanses and deferred charges 67.22 9 25.611 10 Lass accumulated deprecision 11 11 11 11 11 11 Investments—bene securities 11 12 12 12 12 13 Investments—bene securities 11 13 11 11 12 12 14 11 12 12 14 12 14 12 14 12< | | 1 | Cash_non-interest-hearing | | | | 1 | <i>i</i> |
| 3 Predges and grants receivable, net. 3 4 Accounts receivables from current and former officers, directors, trustees, key employees, and inject compensated employees. Complete Part II of Schedule L 2,283,947 4 4,911,022 5 Leans and other receivables from other dequalined parsons (ac dafined under comployees, and inject companizations of section 50 (c)(7) voluntary employees, beneficiary organizations (see instructions) (Complete Part II of Schedule L 5 6 Leans and other receivables from other dequalined parsons (ac dafined under comployees, beneficiary organizations of section 50 (c)(7) voluntary employees, beneficiary organizations (see instructions) (Complete Part II of Schedule L 6 7 Notes and laber receivables, net. 7 7 10 Land, building, and equipment cost or other basis. Complete Part II of Schedule L 6 7 10 Land, building, and equipment cost or other basis. Complete Part V of Schedule D 10 10 10 11 Investments-policity trade deprecision 10 10 10 10 10 12 Investments-policity and accured express 0 13 12 12 13 Investments-policy and deprecision 0 15 2.4818 10 14 10 13 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td>_</td><td></td></td<> | | | | | | | _ | |
| 4 Accounts receivable, net. 2.83,947 4 4,911.022 5 Loans and other receivables from current and former officers, directives, trustees, key on playing the compensated employees. Complete Part 11 of Schedule 1. 5 6 Loans and other receivables from other disqualified parsons (as dafhed under escalar of 28 (f)(1), persons described in section 4958 (r) (3), B), and controluting employees and society and described in section 4958 (r) (3), B), and controluting employees and society and described in section 4958 (r) (3), B), and controluting employees and society and described in section 4958 (r) (3), B), and controluting employees and society and described in section 4958 (r) (3), B), and controluting employees and society and described charges . 6 7 Notes and loans receivable, net . 7 8 8 Inventiones for sale or use 6 7 9 Prepard expenses and deferred charges . 67,202 9 10 Loand, buildings, and equipment cost or other besis Complete b Less accumulated deprecation . 10 33,380 27,607 11 Investments—other securities . . 11 12 12 Investments—other securities . . 14 13 Investments—other securities . . 14 14 . 13 12,464 15 Other assets See Part IV, Ine 11 . 12 16 Total assets A dual securuti | | | | • | 3,343,003 | | 3,311,000 | |
| S Lases and other recurvables from current and former afficers, dractors, trustees, key schedule L 5 6 Lases and other recurvables from other descalined persone (as defined under recurvables from other descalined in section 6958 (c) 19(4) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) with any employees: beneficiary organizations of section 50 L(c)(0) L(c) with any employees: beneficiary organizations of section 50 L(c)(0) L(c) with any employees: beneficiary organizations of section 50 L(c)(0) L(c) L(c) L(c) L(c) L(c) L(c) L(c) L(c | | | | • • | • | 2 828 047 | _ | 4 911 022 |
| See Part IV, Instruction III of Schedule L 5 6 Leans and other receivables from other disqualified persons (as defined under section 4958(r(3)(8), and contributing employees' beneficiary organizations of section 501(r(3)) output ry employees' beneficiary organizations (see instructions) Complete Part II of Schedule L 6 7 Notes and loans receivable, net 7 8 Inventories for sale or use 07.212 9 Prepaid expenses and defired charges 07.212 10 Land, buildings, and ecuipment cost or other basis Complete 07.212 11 Investments—program—related See Part IV, line 11 12 12 Investments—program—related See Part IV, line 11 12 13 Investments—program—related See Part IV, line 11 13 14 10 10.0 15 Other assets See Part IV, line 11 13 16 Total assets. A dl lines 1 through 15 (must equal line 34) 11.0 17 Accounts payable and accrued expenses 5.344.684 20 Tax exempt bond liabilities 23 21 Exercise Tax assets A defined and accrued explayeds to unreated thrd partes 23 21 Exercise Tax assets A defines 1.1 through 25 23 22 Lans and other payable to unreated thrd partes 23 23 Secured mortspage and notes payable to unre | | - | | | • | , , | 4 | 4,911,022 |
| Section 4958 (r)(1), person described in section 4958 (r)(2)(3)(8), and contributing beneficiary organizations of section 501 (c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L 6 7 Notes and loans receivable, net . 7 8 Inventores for sale or use . 8 9 Prepaid expenses and deferred charges . 67.212 28.611 10e Land, buildings, and eaupment cost or other basis Complete 45.834 9 Prepaid expenses and deferred charges . 11 12 11 Investments—publicly traded securities . 11 12 12 Investments—publicly traded securities . 11 12 13 Investments—publicly traded securities . 14 12 14 Intanyoble assets . 0 15 2.818 15 Other assets See Part IV, line 11 13 14 13 14 Intanyoble assets . 5.344.68 17 6.278.491 19 Deferred revenue . 20 20 20 21 Escrow or custodial account lability Complete Part IV of Schedule D 21 22 22 Secrew or custodial account la | | 5 | employees, and highest compensated employees Complete Par | | 5 | | | |
| 8 Inventories for sale or use 8 9 Prepaid expenses and deferred charges 67.212 9 28.611 10a Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D 10a 45.834 7 11 Investments—oublicity traded securities 10a 45.834 7 10c 12.474 11 Investments—oublicity traded securities 11 11 12 11 12 Investments—oublicity traded securities 11 12 13 13 Investments—oublicity traded securities 13 14 14 13 13 14 15 Other assets 10 13 10 13 16 Total assets 11 11 12 28.88 17 Accounts payable and accrued expenses 5.344.688 12 6.276.497 18 General expenses 13 10 780.737 19 780.737 20 Tax-exempt bond liabilities 20 21 22 23 24 22 21 Escrew or custodial account liability Complet | its | 6 | section 4958(f)(1)), persons described in section 4958(c)(3)(B employers and sponsoring organizations of section 501(c)(9) vo |), and oluntar | contributing y employees' | | 6 | |
| 8 Inventories for sale or use 8 9 Prepaid expenses and deferred charges 67.212 9 28.611 10a Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D 10a 45.834 7 11 Investments—oublicity traded securities 10a 45.834 7 10c 12.474 11 Investments—oublicity traded securities 11 11 12 11 12 Investments—oublicity traded securities 11 12 13 13 Investments—oublicity traded securities 13 14 14 13 13 14 15 Other assets 10 13 10 13 16 Total assets 11 11 12 28.88 17 Accounts payable and accrued expenses 5.344.688 12 6.276.497 18 General expenses 13 10 780.737 19 780.737 20 Tax-exempt bond liabilities 20 21 22 23 24 22 21 Escrew or custodial account liability Complet | e S | 7 | Notes and leans resourable not | | | | | |
| 9 Prepaid expenses and deferred charges 67.212 9 28.611 10a Land, buildings, and equipment cost or other basis Complete Investments—other securities 10a 45.834 10b 33.380 27.687 10c 12.474 11 Investments—other securities 20 11 11 11 12 Investments—other securities 20 12 13 11 12 13 Investments—other securities See Part IV, line 11 13 14 14 14 Intragible assets . . 14 11 . 15 Other assets 5 See Part IV, line 11 . . 0 15 2.818 16 Total assets. Add lines 1 through 15 (must equal line 34) . . 14 . 19 Deferred revenue . <t< td=""><td>Å</td><td></td><td></td><td>•</td><td></td><td></td><td>-</td><td></td></t<> | Å | | | • | | | - | |
| 10a Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D 10a 45,834 10b Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D 10b 33,360 27,697 10c 12,474 11 Investments—publicly traded securities 11 11 12 11 Investments—other securities See Part IV, line 11 12 13 14 Intangible assets 114 14 15 Other assets See Part IV, line 11 0 15 2,816 16 Total assets. Add lines 11 through 15 (must equal line 34) 11,078,828 16 12,486,108 17 Accounts payable and accrued expenses . | | | | | | 67.212 | - | 29.611 |
| Part VI of Schedule D 100 45.834 (10b) 45.834 (10b) 45.834 (10b) b Less accumulated depreciation 10b) 33.380 27.697 10c 12.474 11 Investmentsother secunities See Part IV, line 11 12 11 12 12 Investmentsother secunities See Part IV, line 11 13 13 14 Intrangible assets 14 14 15 Other assets See Part IV, line 11 0 15 2.818 16 Total assets. Add lines 1 through 15 (must equal line 34) 11.076.826 16 12.496.166 17 Accounts payable and accrued expanses 18 67ants payable 18 19 Deferred revenue 18 20 21 20 22 22 20 21 22 22 23 24 24 24 24 24 24 24 24 24 24 24 24 24 24 24 25 10,000,000 | | | | | I | 07,212 | 9 | 20,011 |
| Investments—publicly traded securities 11 Investments—program-related See Part IV, line 11 12 13 Investments—program-related See Part IV, line 11 13 14 Intangube assets 14 15 Other assets See Part IV, line 11 0 16 Total assets. Add lines 1 through 15 (must equal line 34) 11,076,826 17 Accounts payable and accrued expenses 5,344,838 17 6,276,491 19 Deferred revenue 739,871 19 760,737 20 Tax-exempt bond liabilities 20 20 21 Escrow or custodial account liability Complete Part IV of Schedule D 21 22 22 Secured moting ages and notes payable to unrelated third parties 23 24 23 Secured moting ages and notes payable to unrelated third parties 24 23 24 Unsecured notes and loans payable to unrelated third parties 24 23 24 Unsecured notes and loans payable to unrelated third parties 24 24 25 Other liabilities of nicluding federal income tax, payables to related third parties, and other liabilities of nicludied on lines 17-24) Complete Part X of Schedule D < | | 10a | Part VI of Schedule D | | | | | |
| 12 Investments—other securities See Part IV, line 11 12 13 Investments—program-related See Part IV, line 11 13 14 Intangible assets 14 15 Other assets See Part IV, line 11 0 16 Total assets. Add lines 1 through 15 (must equal line 34) 110,076,826 16 17 Accounts payable and accrued expenses 5,344,698 17 6,276,491 19 Deferred revenue 739,671 19 760,737 20 Tax-exempt bond habilities 20 20 21 Escrow or custodial account liability. Complete Part IV of Schedule D 21 20 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L 23 24 23 Secured mortages and notes payable to unrelated third parties 24 23 24 24 Unsecured notes and loans payable to unrelated third parties, and other liabilities (including federal income tax, payables to related third parties, and other liabilities and mice on lines 17.24). Complete Part X of Schedule 10,000,000 25 10,000,000 25 Other liabilities and loans payable to unrelated third parties, and other liab | | b | | | , | 27,697 | 10 c | 12,474 |
| 13 Investments-program-related See Part IV, line 11 13 14 Intangible assets | | 11 | Investments—publicly traded securities | • • | | | 11 | |
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| 15 Other assets See Part IV, line 11 0 15 2,818 16 Total assets. Add lines 1 through 15 (must equal line 34) 11,076,826 16 12,496,106 17 Accounts payable and accrued expenses 5,344,698 17 6,276,491 18 Grants payable 5,344,698 17 6,276,491 19 Deferred revenue 739,671 19 760,737 20 20 21 20 21 21 Escrow or custodial account liability Complete Part IV of Schedule D 21 20 21 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L 22 23 23 Secured mortages and notes payable to unrelated third parties 24 24 24 25 Other liabilities not included on lines 17-24) Complete Part X of Schedule D 10,000,000 25 10,000,000 26 Total liabilities. Add lines 33 and 34. 10,000,000 25 10,000,000 27 Unrestricted net assets . . . 28 29 Organizations that fol | | 13 | Investments—program-related See Part IV, line 11 | | | | 13 | |
| 10 Total assets. Add lines 1 through 115 (must equal line 34). 11.076,828 16 11.2496,106 17 Accounts payable and accrued expenses 5.344,698 17 6.276,491 18 Grants payable 18 19 Deferred revenue 739,871 19 760,737 20 Tax-exempt bond liabilities 20 21 20 22 21 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L 21 22 22 Secured mortgages and notes payable to unrelated third parties 23 24 24 25 Other liabilities (ncluding federal income tax, payables to related third parties, and other liabilities and notes 17-24) Complete Part X of Schedule D 25 10.000,000 25 10.000,000 26 Total liabilities. Add lines 17 through 25 16.084,569 26 17.037,228 30 Organizations that follow SFAS 117 (ASC 958), check here ► r and complete lines 30 through 34. 30 30 27 Unrestricted net assets 29 0 30 30 31 Pard-in or capital surplus, or land, building or equipment fund 3 | | 14 | Intangible assets | • | | | 14 | |
| 17 Accounts payable and accrued expenses 5,344,686 17 6,276,491 18 Grants payable | | 15 | Other assets See Part IV, line 11 | | | 0 | 15 | 2,818 |
| 18 Grants payable 18 19 Deferred revenue 739,871 19 760,737 20 Tax-exempt bond habilities 20 20 21 Escrow or custodial account liability Complete Part IV of Schedule D 21 20 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L 22 22 23 Secured mortgages and notes payable to unrelated third parties 23 24 25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D 10,000,000 25 10,000,000 26 Total liabilities. Add lines 17 through 25 16,084,569 26 17,037,228 29 Organizations that follow SFAS 117 (ASC 958), check here ► r and complete lines 27 through 29, and lines 33 and 34. 27 4,541,122 29 Permanently restricted net assets 29 29 29 0rganizations that do not follow SFAS 117 (ASC 958), check here ► r and complete lines 30 through 34. 30 30 20 Capital stock or trust principal, or current funds 31 31 | | 16 | Total assets. Add lines 1 through 15 (must equal line 34) | | | 11,076,826 | 16 | 12,496,106 |
| 19 Deferred revenue 739,871 19 760,737 20 Tax-exempt bond liabilities 20 20 21 Escrow or custodial account liability Complete Part IV of Schedule D 21 20 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L 22 23 23 Secured mortgages and notes payable to unrelated third parties 23 24 24 Unsecured notes and loans payable to unrelated third parties 24 24 25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D 10,000,000 25 10,000,000 26 Total liabilities. Add lines 17 through 25 16.084,569 26 17,037,228 29 Organizations that follow SFAS 117 (ASC 958), check here ► 🔽 and complete lines 27 through 29, and lines 33 and 34. 29 29 20 Organizations that do not follow SFAS 117 (ASC 958), check here ► 🔽 and complete lines 30 through 34. 30 30 29 Permanently restricted net assets 30 31 31 20 Organizations that do not follow S | | 17 | Accounts payable and accrued expenses | | | 5,344,698 | 17 | 6,276,491 |
| 20 Tax-exempt bond liabilities 20 21 Escrow or custodial account liability Complete Part IV of Schedule D 21 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons 21 23 Secured mortgages and notes payable to unrelated third parties 23 24 Unsecured notes and loans payable to unrelated third parties 24 25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D 10,000,000 26 Total liabilities. Add lines 17 through 25 16,084,589 26 17,037,228 7 Unrestricted net assets - < | | 18 | Grants payable | | | | 18 | |
| 21 Escrow or custodial account liability Complete Part IV of Schedule D | | 19 | Deferred revenue | | | 739,871 | 19 | 760,737 |
| 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L | | 20 | Tax-exempt bond liabilities | | • | | 20 | |
| Section Secure and complete on mynoperiod and complete on the destination of the | c۵. | 21 | Escrow or custodial account liability Complete Part IV of Schee | lule D | | | 21 | |
| Orgpersons Complete Part II of Schedule L2223Secured mortgages and notes payable to unrelated third parties2324Unsecured notes and loans payable to unrelated third parties2425Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule10,000,00026Total liabilities. Add lines 17 through 2516,084,5692627Unrestricted net assets16,084,5692628Organizations that follow SFAS 117 (ASC 958), check here ► 🔽 and complete lines 27 through 29, and lines 33 and 3427Unrestricted net assets282929Organizations that follow SFAS 117 (ASC 958), check here ► 🔽 and complete lines 30 through 34.2930Capital stock or trust principal, or current funds3031Pard-in or capital surplus, or land, building or equipment fund3132Retained earnings, endowment, accumulated income, or other funds3233Total Itabilities and net assets/fund balances-34Total liabilities and net as | | 22 | | | stees, | | | |
| 24 Unsecured notes and loans payable to unrelated third parties 24 25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule 10,000,000 25 10,000,000 26 Total liabilities. Add lines 17 through 25 16,084,569 26 17,037,228 30 Organizations that follow SFAS 117 (ASC 958), check here ► 🗸 and complete lines 27 through 29, and lines 33 and 34. 27 Unrestricted net assets 28 29 Permanently restricted net assets 29 29 0000,000 25 30 Capital stock or trust principal, or current funds 30 31 30 31 Paid-in or capital surplus, or land, building or equipment fund 32 33 -4,541,122 33 Total net assets or fund balances - - 33 -4,541,122 | abi | | | | | | 22 | |
| 25 O ther liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule 10,000,000 25 10,000,000 26 Total liabilities. Add lines 17 through 25 16,084,569 26 17,037,228 Organizations that follow SFAS 117 (ASC 958), check here ▶ 🔽 and complete lines 27 through 29, and lines 33 and 34. 27 Unrestricted net assets -5,007,743 27 -4,541,122 28 Temporarily restricted net assets 29 29 Organizations that do not follow SFAS 117 (ASC 958), check here ▶ 🔽 and complete lines 30 through 34. 30 30 30 Capital stock or trust principal, or current funds 30 31 31 Paid-in or capital surplus, or land, building or equipment fund 31 32 Retained earnings, endowment, accumulated income, or other funds 32 33 Total net assets or fund balances -5,007,743 33 -4,541,122 | | 23 | Secured mortgages and notes payable to unrelated third parties | | | | 23 | |
| and other liabilities not included on lines 17-24) Complete Part X of Schedule D | | 24 | Unsecured notes and loans payable to unrelated third parties | | | | 24 | |
| 26Total liabilities. Add lines 17 through 2516,084,5692617,037,228Organizations that follow SFAS 117 (ASC 958), check here ► r and complete lines 27 through 29, and lines 33 and 345,007,74327-4,541,12227Unrestricted net assets-5,007,74327-4,541,12228Temporarily restricted net assets2829Permanently restricted net assets29Organizations that do not follow SFAS 117 (ASC 958), check here ► r and complete lines 30 through 34.2930Capital stock or trust principal, or current funds3031Paid-in or capital surplus, or land, building or equipment fund3132Retained earnings, endowment, accumulated income, or other funds3233Total net assets or fund balances-5,007,7433334Total liabilities and net assets/fund balances11,076,82634 | | 25 | | | | | | |
| StoreOrganizations that follow SFAS 117 (ASC 958), check here ▶ ✓ and complete lines 27 through 29, and lines 33 and 34.✓27Unrestricted net assets-5,007,7432728Temporarily restricted net assets-5,007,7432729Permanently restricted net assets29Organizations that do not follow SFAS 117 (ASC 958), check here ▶ □ and complete lines 30 through 34.2930Capital stock or trust principal, or current funds3031Paid-in or capital surplus, or land, building or equipment fund3132Retained earnings, endowment, accumulated income, or other funds3233Total net assets or fund balances-5,007,7433334Total liabilities and net assets/fund balances11,076,82634 | | | | | | | | |
| Bit DescriptionInnes 27 through 29, and lines 33 and 345,007,7432727Unrestricted net assets-5,007,7432728Temporarily restricted net assets2829Permanently restricted net assets290rganizations that do not follow SFAS 117 (ASC 958), check here ▶ □ and complete lines 30 through 34.2930Capital stock or trust principal, or current funds3031Paid-in or capital surplus, or land, building or equipment fund3132Retained earnings, endowment, accumulated income, or other funds3233Total net assets or fund balances-5,007,7433334Total liabilities and net assets/fund balances11,076,82634 | | 26 | | | | 16,084,569 | 26 | 17,037,228 |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | S O O | | , | and c | omplete | | | |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | an | 27 | Unrestricted net assets | | • | -5,007,743 | 27 | -4,541,122 |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | Ba | 28 | Temporarily restricted net assets | | | | 28 | |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | Ē | 29 | Permanently restricted net assets | | | | 29 | |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | r Fur | | | re ► [| and | | | |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | ō | 30 | | | | | 30 | |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | ets | | | | | | | |
| 33 Total net assets or fund balances -5,007,743 33 -4,541,122 34 Total liabilities and net assets/fund balances 11,076,826 34 12,496,106 | 155 | | | | | | | |
| 34 Total liabilities and net assets/fund balances | 7 ¥ | | | | | -5 007 743 | | -4 541 122 |
| | ž | | | | | | | |
| | | | | • • | • | 1,070,320 | | Form 990 (2013) |

| Form 990 | (2013) |
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| Par | t XI Reconcilliation of Net Assets Check If Schedule O contains a response or note to any line in this Part XI | | | | | |
|-----|--|----------|---------|------------|---------|--|
| 1 | Total revenue (must equal Part VIII, column (A), line 12) | | | | | |
| 1 | | 1 | | 76,3 | 381,089 | |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | | 75 4 | 914,468 | |
| 3 | Revenue less expenses Subtract line 2 from line 1 | | | | | |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 3 | | 2 | 66,621 | |
| - | | 4 | | -5,0 | 07,743 | |
| 5 | Net unrealized gains (losses) on investments | 5 | | | | |
| 6 | Donated services and use of facilities | | | | | |
| 7 | Investment expenses | 7 | | | | |
| 8 | Prior period adjustments | 8 | | | | |
| 9 | O ther changes in net assets or fund balances (explain in Schedule O) | 9 | | | 0 | |
| 10 | Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B)) | 10 | | -4,541,122 | | |
| | Check if Schedule O contains a response or note to any line in this Part XII | | | Yes | No | |
| 1 | Accounting method used to prepare the Form 990 Cash Accrual Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O | | | res | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? | | 2a | | No | |
| | If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or revi- a separate basis, consolidated basis, or both | ewed or | 1 | | | |
| | ☐ Separate basıs ☐ Consolıdated basıs ☐ Both consolıdated and separate basıs | | | | | |
| b | Were the organization's financial statements audited by an independent accountant? | | 2b | Yes | | |
| | If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a sep basis, consolidated basis, or both | arate | | | | |
| | 두 Separate basis 🛛 🖵 Consolidated basis 🛛 🔽 Both consolidated and separate basis | | | | | |
| С | If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversig audit, review, or compilation of its financial statements and selection of an independent accountant? | ht of th | e 2c | Yes | | |
| | If the organization changed either its oversight process or selection process during the tax year, explain Schedule O | ın | | | 1 | |
| 3a | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in t Single Audit Act and OMB Circular A-133? | ıe | 3a | | No | |
| b | If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits | | 3b | | | |

| efile GRAPHIC | print - DO NOT PROCESS As F | iled Data - | | | DLN: | 93493329 | 9002004 |
|---|--|--------------------|--|-----------|---------------------|---------------------|-------------|
| SCHEDULE D Form 990) | | | al Statements | | | OMB No 15 | |
| | ► Complete if the or Part IV, line 6, 7, 8, 9, | | ered "Yes," to Form 990 2. 11d. 11e. 11f. 12a. or | | | Z U | IJ |
| epartment of the Treasury nternal Revenue Service | 🕨 Attach to Form 990. 🕨 See separate | instructions. 🕨 | | | (Form 990) | Open to Inspe | |
| Name of the orga DELTA DENTAL OF NO | | | | Emp | loyer ident | ification num | ber |
| Part I Orga | nizations Maintaining Donor Ad | vised Funds | or Other Similar F | | 1018068 or Accou | nts. Comp | lete if the |
| | nization answered "Yes" to Form 990 | | | | | | |
| | | (a) Dor | nor advised funds | | (b) Funds a | and other acc | ounts |
| | at end of year | | | | | | |
| | ntributions to (during year) | | | | | | |
| | ants from (during year) | | | | | | |
| | lue at end of year | | | | | | |
| 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? Yes No | | | | | | | |
| Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? | | | | | | | |
| | ervation Easements. Complete if | | | to Forn | n 990, Pai | rt IV, line 7. | |
| ☐ Preservat | f conservation easements held by the org cion of land for public use (e g , recreation n of natural habitat | - | | | | | a |
| 🔽 Preservat | cion of open space | | | | | | |
| | es 2a through 2d if the organization held a the last day of the tax year | a qualified conse | ervation contribution in | the form | n of a conse | ervation | |
| | | | | | Held at | the End of t | he Year |
| - | of conservation easements | | | 2a | | | |
| - 0 | e restricted by conservation easements | | | 2b | | | |
| d Number of co | nservation easements on a certified histon nservation easements included in (c) accont ture listed in the National Register | | | 2c 2d | | | |
| | nservation easements modified, transfer | red, released, ex | tinguished, or terminat | ed by th | ie organizat | tion during | |
| Number of sta | ates where property subject to conservat | ion easement is | located 🕨 | | | | |
| Does the orga | anization have a written policy regarding of the conservation easements it holds? | | | | violations, | and [Yes | ; |
| Staff and volu ► | inteer hours devoted to monitoring, inspe | ecting, and enfor | cing conservation ease | ments d | luring the y | ear | |
| A mount of ex | penses incurred in monitoring, inspecting | g, and enforcing | conservation easement | ts during | g the year | | |
| Does each co | onservation easement reported on line 2(.70(h)(4)(B)(II)? | d) above satisfy | the requirements of se | ction 17 | 70(h)(4)(B) | (I) | ; |
| balance shee | describe how the organization reports co t, and include, if applicable, the text of th ion's accounting for conservation easeme | e footnote to the | | | | | |
| | nizations Maintaining Collection | | | or Ot | her Simil | ar Assets. | |
| T C + 1 | plete if the organization answered "Y | | | | tomontar | halance et - | at |
| works of art, | ation elected, as permitted under SFAS 1 historical treasures, or other similar asse ide, in Part XIII, the text of the footnote f | ets held for publi | c exhibition, education, | , or rese | arch ın furt | | |
| works of art, | ation elected, as permitted under SFAS 1 historical treasures, or other similar asse ide the following amounts relating to thes | ets held for publi | | | | | ıblıc |
| (i) _{Revenues} | ıncluded ın Form 990, Part VIII, lıne 1 | | | | ►\$_ | | |
| (ii) _{Assets} in | s included in Form 990, Part X 🕨 🕨 💺 | | | | | | |
| 2 If the organiz | ation received or held works of art, histor ounts required to be reported under SFAS | | | | | | |
| a Revenues inc | luded in Form 990, Part VIII, line 1 | | | | ►\$_ | | |
| b Assets includ | Assets included in Form 990, Part X ▶\$ | | | | | | |

| For Paperwork Reduction Act Notice, see the Instructions for Form 990. | Cat No 52283D | Schedule D (Form 990) 2013 |
|--|---------------|----------------------------|

| Sche | dule D (Form 990) 2013 | | | | | | | | | Page 2 |
|------------|--|-----------------------|--------|----------|--------------------------|------------------|---------------------------------|-------------------|--------------------------|------------------------|
| Par | Organizations Maintaining Co | llections of Art | , His | tori | cal Tre | easur | es, or Oth | er Simi | ilar Assets | 6 (continued) |
| 3 | Using the organization's acquisition, access collection items (check all that apply) | ion, and other record | ds,ch | neck a | any of th | e follo | wing that are | a sıgnıfıc | cant use of it | S |
| а | Public exhibition | | d | Γ | Loan o | rexcha | ange program | is | | |
| b | Scholarly research | | е | Γ | Other | | | | | |
| с | Preservation for future generations | | | | | | | | | |
| 4 | Provide a description of the organization's co Part XIII | ollections and expla | ın hov | v they | / further | the or | ganızatıon's e | exempt p | urpose in | |
| 5 | During the year, did the organization solicit of assets to be sold to raise funds rather than t | o be maintained as | part o | ofthe | organız | atıon's | collection? | | | es 🔽 No |
| Pal | t IV Escrow and Custodial Arrang Part IV, line 9, or reported an an | | | | | | answered | res to | FORM 990, | |
| 1 a | Is the organization an agent, trustee, custod included on Form 990, Part X? | | | | | | other assets | s not | Γ γ. | es 🗆 No |
| b | If "Yes," explain the arrangement in Part XII | I and complete the | follov | ving t | able | | | | | |
| | | | | | | | | | Amoun | t |
| С | Beginning balance | | | | | | 10 | | | |
| d | Additions during the year | | | | | | 1d | _ | | |
| e | Distributions during the year | | | | | | 1e | _ | | |
| f | Ending balance | | | | | | 1f | | | |
| 2a | Did the organization include an amount on Fo | orm 990, Part X, line | 21? | | | | | | Γ Y | es 「No |
| b | If "Yes," explain the arrangement in Part XII | I Check here if the | expla | anatio | on has b | een pr | ovided in Par | t XIII . | | Г |
| Ра | rt V Endowment Funds. Complete | | | | | | | | | |
| 1- | | (a)Current year | (b) |)Prior y | /ear | o (c) Two | o years back (c |) Three ye | ars back (e)F | our years back |
| 1а ь | Beginning of year balance | | | | | | | | | |
| b C | Net investment earnings, gains, and losses | | | | | | | | | |
| C | Net investment earnings, gains, and iosses | | | | | | | | | |
| d | Grants or scholarships | | | | | | | | | |
| e | Other expenditures for facilities and programs | | | | | | | | | |
| f | Administrative expenses | | | | | | | | | |
| g | End of year balance | | | | | | | | | |
| 2 | Provide the estimated percentage of the curi | rent vear end balance | e (lin | e 1a. | column | (a)) he | eld as | | | |
| a | Board designated or quasi-endowment • | | - (| 57 | | (-,,, | | | | |
| b | Permanent endowment | | | | | | | | | |
| | | | | | | | | | | |
| С | Temporarily restricted endowment F The percentages in lines 2a, 2b, and 2c show | uld equal 100% | | | | | | | | |
| 3a | Are there endowment funds not in the posses organization by | | ation | that a | ire held | and ad | ministered fo | or the | Г | Yes No |
| | (i) unrelated organizations | | | | | | | | . 3a(i) | |
| | (ii) related organizations | | | | | | | | . 3a(ii) | |
| b | If "Yes" to 3a(II), are the related organization | | | | | • • | | • • | . 3b | |
| 4 Do 1 | Describe in Part XIII the intended uses of the transformed set of th | = | | | | 2001 | arad 'Vac' t | - Form | 000 Dart I | |
| Pal | 11a. See Form 990, Part X, line : | | ne o | ryan | 12411011 | answe | ereu res u | 5 FUIII ' | 990, Part I | , ine |
| | Description of property | | | | a) Cost or sıs (ınves | | (b)Cost or oth basis (other) | | ccumulated preciation | (d) Book value |
| 1a | Land | | | | | | | | | |
| b | Buildings | | | | | | | | | |
| с | Leasehold improvements | | | | | | | | | |
| d | Equipment | | | | | | 45,83 | 34 | 33,360 | 12,474 |

e Other .

. •

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

<u>.</u> • Schedule D (Form 990) 2013

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12,474

| Schedule D (Form 990) 2013 Part VII Investments—Other Securities. Com | plete if the organization | answered 'Ves' to Form | Page 3 |
|--|----------------------------|---|---------------------------|
| See Form 990, Part X, line 12. | | | |
| (a) Description of security or category (including name of security) | (b) Book value | (c) Method of val Cost or end-of-year m | |
| (1)Financial derivatives | | | |
| (2)Closely-held equity interests | | | |
| Other | | | |
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| Total. (Column (b) must equal Form 990, Part X, col (B) line 12) | • | | |
| Part VIII Investments—Program Related. Con See Form 990, Part X, line 13. | mplete if the organization | n answered 'Yes' to For | m 990, Part IV, line 11c. |
| (a) Description of investment | (b) Book value | (c) Method of val | |
| | | Cost or end-of-year m | arket value |
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| Total. (Column (b) must equal Form 990, Part X, col (B) line 13) | • | | |
| Part IX Other Assets. Complete if the organization | |), Part IV, line 11d See Fo | |
| (a) Descrip | otion | | (b) Book value |
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| Total. (Column (b) must equal Form 990, Part X, col.(B) line 15 | | | |
| Part X Other Liabilities. Complete if the organ | nization answered 'Yes' to | o Form 990, Part IV, lır | e 11e or 11f. See |
| Form 990, Part X, line 25.1(a) Description of liability | (b) Book value | | |
| | (2) 20011 14140 | | |
| Federal income taxes | 10,000,000 | | |
| CERTIFICATES OF CONTRIBUTION | 10,000,000 | | |
| | | | |
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| | | | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 25) 🖡 | 10,000,000 | | |

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII

| Schedule D | (Form 990)2013 |
|------------|----------------|
| | |

| Par | t XI Reconciliation of Revenue per Audited Financial Statements With Revenue | oer Retu | rn Complete ıf |
|--------|---|----------|-----------------------|
| 1 | the organization answered 'Yes' to Form 990, Part IV, line 12a. Total revenue, gains, and other support per audited financial statements | 1 | 76,381,089 |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12 | _ | |
| - a | Net unrealized gains on investments | | |
| b | Donated services and use of facilities | | |
| c | Recoveries of prior year grants | | |
| d | Other (Describe in Part XIII) | | |
| e | Add lines 2a through 2d | 2e | 0 |
| 3 | Subtract line 2e from line 1 | 3 | 76,381,089 |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line 1 | | , 0,301,009 |
| а | Investment expenses not included on Form 990, Part VIII, line 7b . 4a | | |
| b | Other (Describe in Part XIII) | | |
| c | Add lines 4a and 4b | 4c | 0 |
| 5 | Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12) | 5 | 76,381,089 |
| _ | XII Reconciliation of Expenses per Audited Financial Statements With Expenses | - | |
| | If the organization answered 'Yes' to Form 990, Part IV, line 12a. | - p | |
| 1 | Total expenses and losses per audited financial statements | 1 | 75,914,468 |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25 | | |
| а | Donated services and use of facilities | | |
| b | Prior year adjustments | | |
| с | Other losses | | |
| d | Other (Describe in Part XIII) | 1 | |
| e | Add lines 2a through 2d | 2e | 0 |
| 3 | Subtract line 2e from line 1 | 3 | 75,914,468 |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1: | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b 4a | | |
| b | Other (Describe in Part XIII) | 1 | |
| с | Add lines 4a and 4b | 4c | 0 |
| 5 | Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 18) | 5 | 75,914,468 |
| Par | t XIII Supplemental Information | · | |
| Prov | ude the descriptions required for Part II lines 3-5 and 9 Part III lines 1a and 4 Part IV lines 1b and 2 | <u></u> | |

Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information

| Return Reference | Explanation |
|------------------|--|
| PART X, LINE 2 | AS OF DECEMBER 31, 2013 AND 2012, THE ENTERPRISE'S UNRECOGNIZED TAX BENEFITS WERE NOT SIGNIFICANT THERE WERE NO SIGNIFICANT PENALTIES OR INTEREST RECOGNIZED DURING THE YEARS OR ACCRUED AT YEAR END THE ENTERPRISE IS NO LONGER SUBJECT TO TAX EXAMINATIONS BY TAX AUTHORITIES FOR YEARS BEFORE DECEMBER 31, 2010 |
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| Part XIII Supplemental Info | prmation (continued) |
|-----------------------------|----------------------|
| Return Reference | Explanation |
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Schedule D (Form 990) 2013

| efil | e GRAPHIC p | rint - DO NOT PROCESS | <u>s Filed</u> | Data - | | DLN: 9 | 349332 | 9002 | 004 |
|------------|---|---|----------------|--------------|----------------------------------|-----------------------|------------------|-------|-----|
| Sch | edule J | Com | pensa | tion In | formation | c | MBNo 1 | 545-0 | 047 |
| (Form 990) | | For certain Officers, Directors, Trustees, Key Employees, and Highest | | | | | 2013 | | |
| | | Compensated Employees ► Complete if the organization answered "Yes" to Form 990, Part IV, line 23. | | | | | | | |
| | nent of the Treasury Revenue Service | | | | parate instructions. | 14 | Open to Inspe | | |
| | ne of the organiz | ► Information about Schedule J (| Form 990 |) and its ii | istructions is at <u>www.irs</u> | Employer ident if i | | | |
| | TA DENTAL OF NORT | | | | | | | nber | |
| | | | | | | 56-1018068 | | | |
| Ра | rt I Questi | ons Regarding Compensatio | <u>)n</u> | | | | | | |
| | | | | <u> </u> | | | | Yes | No |
| 1a | | opiate box(es) if the organization pr Section A , line 1a Complete Part II | | | | | | | |
| | | or charter travel | Г Г | - | llowance or residence for | - | | | |
| | ✓ Travel for a | companions | Ē | _ | for business use of pers | | | | |
| | Γ Tax idemn | fication and gross-up payments | Г | Health or | social club dues or initia | tion fees | | | |
| | Discretion | ary spending account | Г | Personal | services (e g , maid, chai | uffeur, chef) | | | |
| | | | | | | | | | |
| b | | xes in line 1a are checked, did the o or provision of all of the expenses d | | | | | 1b | Yes | |
| 2 | | ation require substantiation prior to ees, officers, including the CEO/Exe | | | | | | Vee | |
| | | | | | | | 2 | Yes | |
| 3 | organization's (| if any, of the following the filing orga CEO/Executive Director Check all t ed organization to establish compen | that apply | / Donotc | heck any boxes for metho | ods | | | |
| | | tion committee | | | nployment contract | | | | |
| | | nt compensation consultant | | - | ation survey or study | | | | |
| | Form 990 | of other organizations | ম | Approval | by the board or compense | atıon committee | | | |
| 4 | During the year or a related org | r, dıd any person lısted ın Form 990, anızatıon | , Part VII | , Section A | A, line 1a with respect to | the filing organizati | on | | |
| а | Receive a seve | rance payment or change-of-contro | Ipaymen | t? | | | 4a | | No |
| b | Participate in, o | or receive payment from, a suppleme | ental non | qualified re | tirement plan? | | 4b | Yes | |
| с | Participate in, o | or receive payment from, an equity-l | based coi | mpensatio | n arrangement? | | 4c | | No |
| | If "Yes" to any | of lines 4a-c, list the persons and p | rovide th | e applıcab | le amounts for each ıtem | ın Part III | | | |
| 5 | For persons list | and 501(c)(4) organizations only m ted in Form 990, Part VII, Section A contingent on the revenues of | - | | | any | | | |
| а | The organizatio | n? | | | | | 5a | | No |
| b | Any related org | | | | | | 5b | | No |
| | If "Yes," to line | 5a or 5b, describe in Part III | | | | | | | |
| 6 | | ted in Form 990, Part VII, Section A contingent on the net earnings of | A, line 1a | , dıd the or | ganization pay or accrue | any | | | |
| а | The organizatio | n ² | | | | | 6a | | No |
| Ь | Any related org | anization? | | | | | 6b | | No |
| | If "Yes," to line | 6a or 6b, describe in Part III | | | | | | | |
| 7 | | ted in Form 990, Part VII, Section A lescribed in lines 5 and 6? If "Yes," | | | | on-fixed | 7 | | No |
| 8 | | nts reported in Form 990, Part VII, nitial contract exception described | | | | | 8 | | No |
| 9 | If "Yes" to line | 8, did the organization also follow th | ne rebutta | able presu | nption procedure describ | ed in Regulations | - | | |
| | section 53 495 | | | | | J | 9 | | |

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(I)-(III) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual

| (A) Name and Title | | (B) Breakdown of W-2 and/or 1099-MISC compensation | | | (C) Retirement and | (D) Nontaxable | (E) Total of columns | (F) Compensation |
|---|-------------|--|---|---|--------------------------------|----------------|----------------------|---|
| | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | other deferred compensation | benefits | (B)(ı)-(D) | reported as deferred In prior Form 990 |
| (1) CURT LADIG CHIEF EXECUTIVE OFFICER | (i) (ii) | 237,819 0 | 80,000 0 | 3,271 0 | 7,932 0 | 11,786 0 | 340,808 0 | 0 0 |
| (2) GORAN JURKOVIC CPA CHIEF FINANCIAL OFFICER | (i) (ii) | 0 344,396 | 0 358,443 | 0 14,330 | 0 323,985 | 0 22,006 | 0 1,063,160 | 0 0 |
| (3) JON GROAT GENERAL COUNSEL | (i) (ii) | 0 2 2 2 , 2 9 5 | 0 83,875 | 0 11,142 | 0 18,849 | 0 7,355 | 0 343,516 | 0 0 |
| (4)DENISE SAUNDERS SMALL MARKET ACCT SALES REP | (i) (ii) | 49,794 0 | 90,078 0 | 187 0 | 4 ,2 3 9 0 | 6,454 0 | 150,752 0 | 0 0 |

Schedule J (Form 990) 2013

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II Also complete this part for any additional information

| Return Reference | Explanation |
|------------------|---|
| PART I, LINE 1A | TRAVEL FOR COMPANIONS RELATED TO TRAVEL FOR A SPOUSE THIS AMOUNT WAS TREATED AS TAXABLE TO THE BOARD MEMBER OR EMPLOYEE |
| | OUTSIDE COMPENSATION CONSULTANTS ARE USED TO DETERMINE MARKET DATA FOR THE EXECUTIVE POSITIONS AND FOR OTHER OFFICERS AND KEY EMPLOYEES THE POSITIONS COVERED ARE THE CEO AND CFO THE ORGANIZATION CONTRACTS WITH TOWERS WATSON TO DO A COMPENSATION AND REASONABLENESS ANALYSIS EVERY TWO YEARS THE FINAL DETERMINATION OF COMPENSATION IS DONE BY THE EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS, WHICH IS MADE UP OF INDEPENDENT PERSONS, AND IS BASED ON THE COMPARABILITY DATA PROVIDED BY THE COMPENSATION CONSULTANTS THE DELIBERATIONS AND DECISIONS REGARDING THE COMPENSATION ARE CONTEMPORANEOUSLY DOCUMENTED IN THE COMMITTEE MINUTES AND APPROVED BY THE BOARD THE COMPENSATION WAS LAST REVIEWED UNDER THIS PROCESS DURING 2012 THE REPORT BASED ON THIS REVIEW WAS THEN ISSUED BY THE CONSULTANTS IN APRIL OF 2013 |
| PART I, LINE 4B | A RELATED ORGANIZATION, DELTA DENTAL PLAN OF MICHIGAN, HAS A SUPPLEMENTAL EXECUTIVE RETIREMENT PLAN (SERP) IN ORDER TO BE ELIGIBLE FOR THE SERP, AN EMPLOYEE MUST BE A SENIOR VICE PRESIDENT OR HIGHER AN OUTSIDE INDEPENDENT ACTUARY CALCULATES THE VALUE ON AN ANNUAL BASIS |

Schedule J (Form 990) 2013

| efile GRAPHIC print - DO NOT PROCESS | | As Filed Data - | | DLN: 93493329002004 |
|--|---|------------------|-----------------------|--------------------------------|
| SCHEDULE O (Form 990 or 990-EZ) | Supplementa | I Information to | o Form 990 or 990-EZ | омв № 1545-0047 2013 |
| Department of the Treasury Internal Revenue Service | Eorm 990 or to provide any additional information | | | |
| Name of the organization DELTA DENTAL OF NORTH CAROLINA | | z . | | r identification number |
| Return Reference | | | 56-101 Explanation | 8068 |

| FORM 990, PART VI, SECTION A, LINE 6 | DELTA DENTAL PLAN OF NORTH CAROLINA HAS A SOLE MEMBER, RENAISSANCE HEALTH SERVICE CORPORATION |
|---|--|
| | |

| Return Reference | Explanation | | |
|---------------------------------------|--|--|--|
| FORM 990, PART VI, SECTION A, LINE 7A | THE SOLE MEMBER HAS VOTING RIGHTS AND ELECTS DIRECTORS | | |

| Return Reference | Explanation |
|--------------------|---|
| FORM 990, PART VI, | THE FOLLOWING ITEMS ARE SUBJECT TO APPROVAL BY THE SOLE MEMBER IF 10% OF THE ASSETS ARE |
| SECTION A, LINE 7B | TO BE SPENT/SOLD OR A NEW PRESIDENT IS TO BE APPOINTED |

| Return Reference | Explanation |
|---|---|
| FORM 990, PART VI, SECTION B, LINE 11 | THE INFORMATION PRESENTED ON THE FORM 990 IS GATHERED BY THE SENIOR TAX ADMINISTRATOR FOR THE ORGANIZATION THE CFO REVIEWS THE INFORMATION ONCE APPROVED THE INFORMATION IS GIVEN TO OUTSIDE TAX PREPARERS WHO PREPARE AND REVIEW THE FORM 990 ONCE COMPLETE AN ELECTRONIC COPY OF THE FORM 990 IS PUT ONTO A WEBSITE FOR THE BOARD TO REVIEW THIS IS DONE BEFORE THE RETURN IS FILED WITH THE IRS |

| Return Reference | Explanation |
|---|---|
| FORM 990, PART VI, SECTION B, LINE 12C | THE ORGANIZATION'S POLICY STATES THAT AN INDIVIDUAL CAN BE COUNTED TO MAKE UP A QUORUM FOR THE MEETING AT WHICH THE TRANSACTION IS DECIDED OR THE BOARD ACTION IS TAKEN, BUT HE OR SHE MAY NOT VOTE ON THE TRANSACTION OR ACTION THE TRANSACTION OR ACTION MUST BE APPROVED BY A MAJORITY OF DISINTERESTED INDIVIDUALS EVEN THOUGH THE DISINTERESTED PERSONS MAKE UP LESS THAN A QUORUM THE COMPANY REVIEWS ITS CONFLICT OF INTEREST POLICY ANNUALLY AND PUBLISHES THEM IN THE BOARD MEETING MINUTES THE CONFLICT OF INTEREST POLICY COVERS THE AUDIT AND FINANCE COMMITTEE, AS WELL AS THE CEO THE GENERAL COUNSEL WILL REPORT TO AND REVIEW WITH THE BOARD ANY NECESSARY ITEMS RELATED TO CONFLICTS OF INTEREST |

| Return Reference | Explanation |
|--|--|
| FORM 990, PART VI, SECTION B, LINE 15 | OUTSIDE COMPENSATION CONSULTANTS ARE USED TO DETERMINE MARKET DATA FOR THE EXECUTIVE POSITIONS AND FOR OTHER OFFICERS AND KEY EMPLOYEES THE POSITIONS COVERED ARE THE CEO AND CFO THE ORGANIZATION CONTRACTS WITH TOWERS WATSON TO DO A COMPENSATION AND REASONABLENESS ANALYSIS EVERY TWO YEARS THE FINAL DETERMINATION OF COMPENSATION IS DONE BY THE EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS, WHICH IS MADE UP OF INDEPENDENT PERSONS, AND IS BASED ON THE COMPARABILITY DATA PROVIDED BY THE COMPENSATION CONSULTANTS THE DELIBERATIONS AND DECISIONS REGARDING THE COMPENSATION ARE CONTEMPORANEOUSLY DOCUMENTED IN THE COMMITTEE MINUTES AND APPROVED BY THE BOARD THE COMPENSATION WAS LAST REVIEWED UNDER THIS PROCESS DURING 2012 THE REPORT BASED ON THIS REVIEW WAS THEN ISSUED BY THE CONSULTANTS IN APRIL OF 2013 |

| Return Reference | Explanation |
|--|--|
| FORM 990, PART VI, SECTION C, LINE 19 | THE COMPANY MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC ONLY UPON REQUEST |

| Return Reference | Explanation |
|-----------------------------------|--|
| FORM 990, PART XII, LINE 2C | DELTA DENTAL OF NORTH CAROLINA IS AUDITED BY AN INDEPENDENT ACCOUNTANT AS PART OF A CONSOLIDATED FINANCIAL STATEMENT ISSUED IN ACCORDANCE WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES DELTA DENTAL OF NORTH CAROLINA ALSO RECEIVES AN AUDITED FINANCIAL STATEMENT BY AN INDEPENDENT ACCOUNTANT THAT IS PREPARED ON A STATUTORY BASIS THE ORGANIZATION HAS A COMMITTEE THAT ASSUMES RESPONSIBILITY FOR OVERSIGHT OF THE AUDIT AND SELECTION OF AN INDEPENDENT ACCOUNTANT THIS PROCESS HAS NOT CHANGED FROM THE PRIOR Y EAR |

| SCHEDULE R Form 990) epartment of the Treasury ternal Revenue Service | OMB No 1545-0047 2013 Open to Public Inspection | | | | | |
|---|--|-------------------------|---|---------------------|---------------------------|-------------------------------------|
| ame of the organization ELTA DENTAL OF NORTH CAROLINA Part I Identification o | f Disregarded Entities Complete | | answered "Ves" or | - Forme 000 - D | 56-10180 | dentification number |
| (| a) pplicable) of disregarded entity | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Total income | (e) End-of-year assets | (f) Direct controlling entity |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | f Related Tax-Exempt Organizat ax-exempt organizations during the | | the organization ar | nswered "Yes' | on Form 990, Pa | art IV, line 34 because it had one |

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c)(3)) | (f) Direct controlling entity | Section (13) co ent | 512(b) |
|--|--------------------------------|--|----------------------------|--|-------------------------------------|---------------------------|--------|
| | | | | | | Yes | No |
| See Additional Data Table | | | | | | _ | |
| | | | | | | | |
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| | | | | | | | |
| For Paperwork Reduction Act Notice, see the Instructions for Form 990. | | Cat No 501 | 35Y | | Schedule R (Form | 990) 2 | 013 |

Part III Identification of Related Organizations Taxable as a Partnership Complete of the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.

| because it had one of more related organizations treated as a partitership during the tax year. | | | | | | | | | | | | |
|---|--|----------------|---|---|---------------------------------|---|----------------|----|--|---------------|-----------------|--------------------------------|
| (a) Name, address, and EIN of related organization | | ictivity Legal | egal Direct nicile controlling i ite or entity eign ntry) | (e) Predominant income (related, unrelated, excluded from tax under sections 512- 514) | (f) Share of total income | (g) Share of end-of-year assets | allocations? a | | (i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065) | mana parti | ral or aging | (k) Percentage ownership |
| | | | | , | | | Yes | No | | Yes | No | |
| | | | | | | | | | | | | |
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Part IV Identification of Related Organizations Taxable as a Corporation or Trust Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.

| (a) Name, address, and EIN of | (b) Primary activity | (c) Legal | (d) Direct controlling | (e) Type of entity | (f) Share of total | (g) Share of end-of- | (h) Percentage | (i) Section | 512 |
|---|--|-------------------------------|---|------------------------------|------------------------------|--------------------------------|-------------------|------------------|------------|
| related organization | Thinking detivity | domicile (state or foreign | entity | (C corp, S corp, | income | year assets | ownership | (b)(1 control | 3) lled |
| | | country) | | or trust) | | | | entity | |
| (1) RENAISSANCE HOLDING COMPANY PO BOX 30381 LANSING, MI 48909 41-2177193 | HOLDING COMPANY | MI | RENAISSNCE HEALTH SERVICE CORPORATION | С | | | | Yes Yes | No |
| (2) RENAISSANCE LIFE & HEALTH INSURANCE COMPANY OF AMERICA PO BOX 30416 LANSING, MI 489097916 47-0397286 | INSURANCE | IN | RENAISSANCE HOLDING COMPANY | С | | | | Yes | |
| (3) RENAISSANCE HEALTH INSURANCE COMPANY OF NEW YORK PO BOX 30416 LANSING, MI 489097916 13-4098096 | INSURANCE | NY | RENAISSANCE HOLDING COMPANY | С | | | | Yes | |
| (4) FORE HOLDING CORPORATION 240 VENTURE CIRCLE NASHVILLE, TN 37228 20-4116122 | EMPLOYEE BENEFITS | TN | DELTA DENTAL OF TENNESSEE | С | | | | Yes | |
| (5) DENTAL CHOICE INC 10100 LINN STATION RD SUITE 700 LOUISVILLE, KY 40223 61-1105118 | REAL ESTATE HOLDING COMPANY | КҮ | DELTA DENTAL OF KENTUCKY | С | | | | Yes | |
| (6) DENTAL CHOICE AGENCY INC 10100 LINN STATION RD SUITE 700 LOUISVILLE, KY 40223 61-1336003 | PRIMARY GENERAL AGENCY FOR DDKY & DENTAL CHOICE | КҮ | DELTA DENTAL OF KENTUCKY | С | | | | Yes | |
| (7) OMEGA ADMINISTRATORS INC 1513 COUNTRY CLUB ROAD SHERWOOD, AR 72120 04-3740469 | PROVIDING THIRD-PARTY ADMINISTRATIVE SERVICES | AR | DELTA DENTAL OF ARKANSAS | С | | | Sekadula D (Farm | Yes | |

Schedule R (Form 990) 2013

| Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule | | Yes | No |
|--|------------|-----------|----------|
| 1 During the tax year, did the orgranization engage in any of the following transactions with one or more related organizations listed in Parts II-IV? | | | |
| a Receipt of (i) interest (ii) annuities (iii) royalties or (iv) rent from a controlled entity | 1a | | No |
| b Gift, grant, or capital contribution to related organization(s) | 1b | | No |
| c Gift, grant, or capital contribution from related organization(s) | 1c | | No |
| d Loans or loan guarantees to or for related organization(s) | 1d | | No |
| e Loans or loan guarantees by related organization(s) | 1e | Yes | \vdash |
| f Dividends from related organization(s) | 1f | | No |
| g Sale of assets to related organization(s) | 1g | | No |
| h Purchase of assets from related organization(s) | 1h | | No |
| i Exchange of assets with related organization(s) | 1i | | No |
| j Lease of facilities, equipment, or other assets to related organization(s) | 1 j | <u> </u> | No |
| k Lease of facilities, equipment, or other assets from related organization(s) | 1k | | No |
| I Performance of services or membership or fundraising solicitations for related organization(s) | 11 | | No |
| m Performance of services or membership or fundraising solicitations by related organization(s) | 1m | Yes | |
| n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) | 1n | | No |
| • Sharing of paid employees with related organization(s) | 10 | \square | No |
| p Reimbursement paid to related organization(s) for expenses | 1p | | No |
| q Reimbursement paid by related organization(s) for expenses | 1q | | N |
| r Other transfer of cash or property to related organization(s) | 1r | | N |
| s Other transfer of cash or property from related organization(s) | 1s | | N |

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

 (a)
 (b)
 (c)
 (d)

 Name of related organization
 Transaction
 Method of determining amount involved

 See Additional Data Table
 Image: Complete the second se

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

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

| (a) Name, address, and EIN of entity | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Predominant income (related, unrelated, excluded from tax under sections 512- 514) | section 501(c)(3) organizations? | | (f) Share of total income | (g) Share of end-of-year assets | (h) Disproprtionate allocations? | | (i) Code V ² UBI amount in box 20 of Schedule K-1 (Form 1065) | managing partner? | | (k) Percentage ownership |
|---|-------------------------|---|--|--|----|------------------------------------|---|--|----|--|----------------------|----|--------------------------------|
| | | | 514) | Yes | No | | | Yes | No | | Yes | No | |
| | | | | | | | | | | | | 1 | 1 |
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Part VII Supplemental Information

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

Return Reference

Explanation

Schedule R (Form 990) 2013

Software ID:

Software Version:

EIN: 56-1018068

Name: DELTA DENTAL OF NORTH CAROLINA

Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations

| Form 990, Schedule R, Part II - Identification of | - | Т | | | | 1 | |
|--|---------------------------------|---|-------------------------------|---|--|-------------------------|---|
| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c) (3)) | (f) Direct controlling entity | Section (b)(cont | g) on 512 (13) rolled ity? |
| | | | | | | Yes | No |
| (1) RENAISSANCE HEALTH SERVICE CORPORATION | PROMOTING DENTAL CARE | MI | 501(C)(4) | N/A | N/A | | No |
| PO BOX 30416 LANSING, MI 489097916 _38-1675667 | | | | | | | |
| (1) DELTA DENTAL PLAN OF INDIANA PO BOX 30416 | PROVIDE DENTAL SERVICE PLANS | IN | 501(C)(4) | N/A | DELTA DENTAL PLAN OF MICHIGAN INC | Yes | |
| LANSING, MI 489097916 35-1545647 | | | | | | | |
| (2) DELTA DENTAL PLAN OF MICHIGAN | PROVIDE DENTAL SERVICE PLANS | MI | 501(C)(4) | N/A | RENAISSANCE HEALTH SERVICE | Yes | |
| 4100 OKEMOS ROAD OKEMOS, MI 48864 38-1791480 | | | | | CORPORATION | | |
| (3) DELTA DENTAL FUND | SUPPORT DENTAL EDUCATION AND | MI | 501(C)(3) | 11A TYPE II | DELTA DENTAL PLAN OF MICHIGAN INC | Yes | |
| PO BOX 30416 LANSING, MI 489097916 38-2337000 | RESEARCH PROGRAMS | | | | | | |
| (4) DELTA DENTAL PLAN OF OHIO | PROVIDE DENTAL SERVICE PLANS | он | 501(C)(4) | N/A | DELTA DENTAL PLAN OF MICHIGAN INC | Yes | |
| PO BOX 30416 LANSING, MI 489097916 _31-0685339 | | | | | | | |
| (5) DELTA DENTAL OF NEW MEXICO PO BOX 30416 | PROVIDE DENTAL SERVICE PLANS | NM | 501(C)(4) | N/A | RENAISSANCE HEALTH SERVICE CORPORATION | Yes | |
| LANSING, MI 489097916 85-0224562 | | | | | CORPORATION | | |
| (6) DELTA DENTAL OF KENTUCKY PO BOX 30416 | PROVIDE DENTAL SERVICE PLANS | KY | 501(C)(4) | N/A | RENAISSANCE HEALTH | Yes | |
| LANSING, MI 489097916 61-0659432 | | | | | CORPORATION | | |
| (7) DELTA DENTAL OF TENNESSEE | PROVIDE DENTAL SERVICE PLANS | TN | 501(C)(4) | N/A | RENAISSANCE HEALTH | Yes | |
| PO BOX 30416 LANSING, MI 489097916 62-0812197 | | | | | CORPORATION | | |
| (8) DELTA DENTAL OF ARKANSAS | PROVIDE DENTAL SERVICE PLANS | AR | 501(C)(4) | N/A | RENAISSANCE HEALTH SERVICE | Yes | |
| PO BOX 30416 LANSING, MI 489097916 71-0561140 | | | | | CORPORATION | | |
| (9) DELTA DENTAL OF ARKANSAS FOUNDATION | PROVIDE DENTAL SERVICE PLANS | AR | 501(C)(3) | PF | RENAISSANCE HEALTH SERVICE | Yes | |
| PO BOX 30416 LANSING, MI 489097916 26-1269324 | | | | | CORPORATION | | |
| (10) RENAISSANCE FAMILY FOUNDATION INC | EMPHASIZE DENTAL HEALTH IN | IN | 501(C)(3) | PF | RENAISSANCE HOLDING COMPANY | Yes | |
| 4100 OKEMOS ROAD OKEMOS, MI 48864 46-1376165 | COMMUNITIES | | | | | | |
| | | | | | | | • |

| Form 990, Schedule R, Part V - Transactions With Related Organizations | | | |
|--|--|--------------------------------|--|
| (a) Name of other organization | (b) Transaction type(a-s) | (c) A mount Involved | (d) Method of determining amount involved |
| DELTA DENTAL PLAN OF INDIANA INC | E | | ACTUAL LOAN AMOUNT |
| DELTA DENTAL PLAN OF NEW MEXICO INC | E | ' | ACTUAL LOAN AMOUNT |
| DELTA DENTAL OF TENNESSEE | E | ' | ACTUAL LOAN AMOUNT |
| DELTA DENTAL OF KENTUCKY INC | E | , , | ACTUAL LOAN AMOUNT |
| DELTA DENTAL PLAN OF OHIO INC | E | | ACTUAL LOAN AMOUNT |
| DELTA DENTAL PLAN OF MICHIGAN INC | E | , , | ACTUAL LOAN AMOUNT |
| DELTA DENTAL PLAN OF MICHIGAN INC | М | 1,781,654 | ACTUAL COST |
| DELTA DENTAL PLAN OF MICHIGAN INC | M | | |