## DLN: 93490134010128

OMB No 1545-0047

Open to Public

Inspection

## Form 990

Department of the Treasury Internal Revenue Service

**Return of Organization Exempt From Income Tax** Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung

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

benefit trust or private foundation)

A For the 2007 calendar year, or tax year beginning 01-01-2007 and ending 12-31-2007 D Employer identification number C Name of organization **B** Check if applicable Please AMERICAN PETROLEUM INSTITUTE use IRS Address change 13-0433430 label or Number and street (or P O box if mail is not delivered to street address) Room/suite E Telephone number

| _              | Name cha      | -  | type. See          | 1220 L STREET NW   |                                  |                   | (                | ,  | (20        | 21682       | 2-8350                                       |
|----------------|---------------|--|--------------------|--|----------------------------------|-------------------|------------------|--|------------|-------------|--|
|                | Initial retui | rn   |                    | City or town, state or count   | try, and ZIP + 4                 |                   |                  |  | _          |             | nethod Cash Accrual                          |
|                | Fınal retur   | n  | tions.             | WASHINGTON, DC 20005   |                                  |                   |                  |  |            |             | pecify) 🕨                                    |
| _              | Amended       | return   |                    |  |                                  |                   |                  |  |            | ` .         | , ,  |
| _              | Application   | n pending  |                    |  |                                  |                   |                  |  |            |             |  |
|                |               |  |                    |  |                                  |                   | ו שוט            |  |            |             | section 527 organizations<br>for affiliates? |
|                |               |  | trusts m           | ust attach a completed Sc  | nedule A (FORM 990 OF 990        | -EZ).             | l l              |  |            |             | of affiliates •                              |
| G              | Web site      | e: 🟲 www   | v apı org          |  |                                  |                   |                  | <b>-1(в)</b> пте<br>- <b>-1(с)</b> Are a |            |             |  |
|                | Organiza      | ation type   | (check only        | one) 🕨 🔽 501(c) (6) 📲 (ir  | nsert no.)                       | □ 52 <sup>-</sup> |                  | . ,                                      |            |             | See instructions )                           |
|                |               |  |                    |  |                                  |                   | I ı              | ·  |            |             | rn filed by an organization                  |
|                |               |  |                    |  |                                  |                   | are              |  | ed by a    |             |  |
|                |               |  |                    |  | the organization uncodes to his  | - a .c.a          |                  | . Grou                                   | ıp Exem    | ption I     | Number ►                                     |
|                |               |  | A 1 1 1            |  | 12 5 100 110 000                 |                   |                  | <b>M</b> Checl                           | < ▶   ज    | ıf the or   | ganization is <b>not</b> required to         |
|                |               |  |                    |  |                                  |                   |                  |  |            |             | 90, 990-EZ, or 990-PF)                       |
| L              |               |  |                    |  |                                  | -una              | Balan            | ces (Se                                  | e tne      | Instr       | uctions.)                                    |
|                |               |  |                    |  |                                  | 4-                | 1                |  |            |             |  |
|                |               |  |                    |  |                                  | 1a                |                  |  |            |             |  |
|                |               | type. See that return in the r | •                  | •  | 1b                               |                   |                  |  |            |             |  |
| Chobe Grant Pa |               |  |                    | •  | ·                                | 1c                |                  |  |            |             |  |
|                | ď             |  |                    | (5 ) (   | <i>'</i>                         | 1d                |                  |  |            |             |  |
|                | e             | Total (a   | ıdd lınes 1a       | through 1d) (cash \$   | noncash \$                       |                   |                  | .)                                       |            | 1e          |  |
|                | 2             | Progran  | n service re       | evenue including governr   | nent fees and contracts (        | from P            | art VII          | , line 93)                               | •          | 2           | 34,857,738                                   |
|                | 3             | Membei   | rship dues a       | and assessments  |                                  | •                 |                  |  | •          | 3           | 159,413,347                                  |
|                | 4             | Interes  | t on saving        | s and temporary cash in  | vestments                        |                   |                  |  | •          | 4           | 3,750,327                                    |
|                | 5             | Dividen  | ds and inte        | rest from securities .   |                                  |                   |                  |  |            | 5           |  |
|                | 6a            | Gross r  | ents               |  |                                  | 6a                |                  |  |            |             |  |
|                | b             | Less re  | ental expen        | ses  |                                  | 6b                |                  |  |            |             |  |
|                | С             | Net ren  | tal ıncome         | or (loss) subtract line 6 b  | from line 6a                     |                   |                  |  |            | 6с          |  |
| Ä              | 7             | Otherin  | nvestmentı         | income (describe 🟲 ) .   |                                  |                   |                  |  |            | 7           |  |
| Į,             | 8a            | Gross a  | mount from         | n sales of assets  | (A) Securities                   |                   |                  | <b>(B)</b> O the                         |            |             |  |
| Ÿ              |               | other th   | ıan ınventoı       | ry   |                                  | 8a                |                  |  | 6,400      |             |  |
|                | ь             | Less cos   | t or other bas     | is and sales expenses  | 215,867                          | 8b                |                  |  |            |             |  |
|                | c             | Gain or  | (loss) (atta       | ach schedule)  | -215,867                         | 8c                | 2                |  | 6,400      |             |  |
|                | d             | Net gan  | n or (loss) (      | Combine line 8c, column  | s (A ) and (B)                   |                   |                  |  |            | 8d          | -209,467                                     |
|                | 9             | Special  | events and         | l activities (attach sched   | dule) If any amount is fro       | m <b>gan</b>      | <b>ning</b> , ch | eck here l                               | <b>-</b> ⊢ |             |  |
|                | a             | * Section 501(c)(3) of trusts must attach at | t includina \$     | of   |                                  |                   |                  |  |            |             |  |
| Kevenife       |               |  |                    | J  |                                  | 9a                |                  |  |            |             |  |
|                | ь             | Less d   | ırect expen        | ses other than fundraisir  | ng expenses                      | 9b                |                  |  |            |             |  |
|                | c             | Netince  | ome or (los        | ection 501(c)(3) organizations and 4947(a)(1) nonexer rusts must attach a completed Schedule A (Form 990 or org  ck only one)   501(c) (6) (insert no) 4947(a)(1)  rganization is not a 509(a)(3) supporting organization and its gets, 5000 A return is not required, but if the organization chooses return  lines 6b, 8b, 9b, and 10b to line 12 198,119,900  Expenses, and Changes in Net Assets or support (not included on line 1a)  cisupport (not included on line 1a)  contributions (grants) (not included on line 1a)  contributions (grants) (not included on line 1a)  dic support (not included on line 1a)  contributions (grants) (not included on line 1a)  divides and assessments  case in a savings and temporary cash investments  expenses  come or (loss) subtract line 6b from line 6a  expenses  cher basis and sales expenses  (A) Securities  cher basis and sales expenses  (a) Securities  cher basis and sales expenses  (b) (attach schedule)  cher basis and activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach schedule) If any amount in the substant activities (attach | ubtract line 9b from line 9      | a .               |                  |  |            | 9с          |  |
|                | 10a           | Gross s  | ales of inve       | entory, less returns and   | allowances                       | 10a               |                  |  |            |             |  |
|                | b             | Less c   | ost of good        | ssold  |                                  | 10b               |                  |  |            |             |  |
|                | С             | Gross pro  | fit or (loss) fr   | om sales of inventory (attach  | schedule) Subtract line 10b fro  | m line            | 10a .            |  |            | <b>10</b> c |  |
|                | 11            | Otherre  | evenue (fro        | m Part VII, line 103) .  |                                  |                   |                  |  | •          | 11          | 92,097                                       |
|                | 12            | Total re   | venue Add          | lines 1e, 2, 3, 4, 5, 6c,  | 7,8d,9c,10c,and11 .              |                   |                  |  |            | 12          | 197,904,042                                  |
|                | 13            | Progran  | n services i       | (from line 44, column (B)  | )                                |                   |                  |  |            | 13          |  |
| ý              | 14            | Manage   | ment and g         | eneral (from line 44, col  | umn (C))                         |                   |                  |  |            | 14          |  |
| Expenses       | 15            | Fundra   | sıng (from l       | ıne 44, column (D)) .  |                                  |                   |                  |  |            | 15          |  |
| ц              | 16            | Paymer   | nts to affilia     | tes (attach schedule)  |                                  |                   |                  |  |            | 16          |  |
|                | 17            | Total ex   | <b>xpenses</b> A d | d lines 16 and 44, colum   | nn (A )                          |                   |                  |  |            | 17          | 187,053,859                                  |
| ِ بِ           | 18            | Excess   | or (deficit)       | for the year Subtract lin  | e 17 from line 12                |                   |                  |  |            | 18          | 10,850,183                                   |
| Net Assets     | 19            | Net ass  | ets or fund        | balances at beginning o  | f year (from line 73, colur      | nn (A)            | )) .             |  |            | 19          | 30,957,661                                   |
| π<br>π         | 20            | Otherc   | hanges ın r        | net assets or fund balanc  | es (attach explanation) ${}^{9}$ | <b>9</b> .        |                  |  |            | 20          | -7,266,016                                   |
| <b>z</b>       | 21            | Net ass  | ets or fund        | balances at end of year  | Combine lines 18, 19, ar         | nd 20             |                  |  |            | 21          | 34,541,828                                   |

Part II Statement of Functional Expenses

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

| _ | Do not include amounts reported on line<br>6b, 8b, 9b, 10b, or 16 of Part I.   |     | (A) Total   | <b>(B)</b> Program services | (C) Management<br>and general | ( <b>D)</b> Fundraısıı |
|---|--|-----|-------------|-----------------------------|-------------------------------|------------------------|
| 1 | Grants paid from donor advised funds (attach Schedule)   |     |             |                             |                               |                        |
|   | (cash \$) If this amount includes foreign grants, check here   | 22a |             |                             |                               |                        |
| ) | Other grants and allocations (attach schedule)   |     |             |                             | 1                             |                        |
|   | (cash \$noncash \$) If this amount includes foreign grants, check here   |     |             |                             |                               |                        |
|   | ·  | 22Ь |             |                             | _                             |                        |
|   | Specific assistance to individuals (attach schedule)   | 23  |             |                             | _                             |                        |
|   | Benefits paid to or for members (attach schedule)  | 24  |             |                             |                               |                        |
| l | Compensation of current officers, directors, key employees etc Listed in Part V-A (attach schedule)  | 25a | 4,217,555   |                             |                               |                        |
| ı | Compensation of former officers, directors, key employees etc listed in Part V-B (attach schedule)   | 25b |             |                             |                               |                        |
|   | Compensation and other distributions not icluded above to disqualified persons (as defined under section $4958(f)(1)$ ) and persons described in section $4958(c)(3)(B)$ (attach schedule) | 25c |             |                             |                               |                        |
|   | Salaries and wages of employees not included on lines 25a, b and c   | 26  | 24,123,440  |                             |                               |                        |
|   | Pension plan contributions not included on lines 25a, b and c  | 27  | 683,645     |                             |                               |                        |
|   | Employee benefits not included on lines 25a - 27   | 28  | 4,962,569   |                             |                               |                        |
|   | Payroll taxes  | 29  | 1,803,125   |                             |                               |                        |
|   | Professional fundraising fees  | 30  |             |                             |                               |                        |
|   | Accounting fees  | 31  | 752,904     |                             |                               |                        |
|   | Legal fees   | 32  | 1,089,079   |                             |                               |                        |
|   | Supplies   | 33  | 1,093,800   |                             |                               |                        |
|   | Telephone  | 34  | 511,218     |                             |                               |                        |
|   | Postage and shipping   | 35  | 319,268     |                             |                               |                        |
|   | Occupancy  | 36  | 4,220,379   |                             |                               |                        |
|   | Equipment rental and maintenance   | 37  | 98,931      |                             |                               |                        |
|   | Printing and publications  | 38  | 398,720     |                             |                               |                        |
|   | Travel   | 39  | 2,928,432   |                             |                               |                        |
|   | Conferences, conventions, and meetings   | 40  | 2,203,833   |                             |                               |                        |
|   | Interest   | 41  |             |                             |                               |                        |
|   | Depreciation, depletion, etc (attach schedule) 🕏   | 42  | 1,373,297   |                             |                               |                        |
|   | Other expenses not covered above (itemize)   |     |             |                             |                               |                        |
| a | See Additional Data Table  | 43a |             |                             |                               |                        |
| b |  | 43b |             |                             |                               |                        |
| С |  | 43c |             |                             |                               |                        |
| d |  | 43d |             |                             |                               |                        |
| е |  | 43e |             |                             |                               |                        |
| F |  | 43f |             |                             |                               |                        |
| g |  | 43g |             |                             |                               |                        |
|   | <b>Total functional expenses.</b> Add lines 22a through 43g (Organizations completing columns (B)-(D), carry these totals to lines 13—15)  | 44  | 187,053,859 |                             |                               |                        |

If "Yes," enter (i) the aggregate amount of these joint costs \$\_\_\_\_\_, (ii) the amount allocated to Program services \$\_\_\_

, and (iv) the amount allocated to Fundraising \$

(iii) the amount allocated to Management and general \$

| Part III | Statement of Program Serv  | ice Accomplishments | (See the instructions.) | , |
|----------|----------------------------|---------------------|-------------------------|---|
|          | Statement of Frogram Scr v | ice Accomplishments | (See the mistractions.) |   |

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

|  | pt purpose? ► API is the US oil and natural gas industry's primary   |  |
|--|--|--|
|  | trade association APIEngages in federal and state legislative and regulatory advocacy that is based on scientific research, technical, legal and economic analysis, and public issues communication,Provides an industry forum to develop consensus policies and collective action on issues impacting its members, andworks collaboratively with all industry oil and gas associations, and other organizations, to enhance industry unity and effectiveness in its advocacy api also provides the opportunity for standards development, technical cooperation and other activities to improve the industry's competitiveness through sponsorship of self-supporting programs api's mission is to influence public policy in support of a strong, viable us oil and natural gas industry essential to meet the energy needs of consumers in an efficient, environmentally responsible manner | Program Service Expenses (Required for 501(c)(3) and (4) orgs, and 4947(a)(1) trusts, but optional for others) |
|  | it are not measurable (Section $501(c)(3)$ and $(4)$ organizations and $4947(a)(1)$ nonexempt  |  |
| aritable trusts must also enter the amount of gra      | rants and allocations to others )  |  |
| See Additional Data Table                              |  |  |
|  |  |  |
| (Grants and allocations \$                             | ) If this amount includes foreign grants, check here ► ☐   |  |
| ·  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| (Grants and allocations \$                             | ) If this amount includes foreign grants, check here ► 厂   |  |
| (Grants and allocations \$                             | ) If this amount includes foreign grants, check here ► 厂   |  |
|  | ) If this amount includes foreign grants, check here ► 厂   |  |
|  | ,  |  |
| (Grants and allocations \$                             | ) If this amount includes foreign grants, check here ► ☐  ) If this amount includes foreign grants, check here ► ☐   |  |
|  | ,  |  |
| (Grants and allocations \$                             | ,  |  |
| (Grants and allocations \$                             | ,  |  |
| (Grants and allocations \$                             | ,  |  |
| (Grants and allocations \$                             | ) If this amount includes foreign grants, check here ► ☐   |  |
| (Grants and allocations \$  (Grants and allocations \$ | ) If this amount includes foreign grants, check here ► ☐  ) If this amount includes foreign grants, check here ► ☐   |  |
| (Grants and allocations \$                             | ) If this amount includes foreign grants, check here ► ☐  ) If this amount includes foreign grants, check here ► ☐   |  |

| Form 99 | 0 (2007)  |
|---------|---|
| Part I  | <b>V</b> Balance Sheets (See the instructions.)       |
| Note:   | Where required, attached schedules and amounts within |

| Not      | e:   | Where required, attached schedules and amou column should be for end-of-year amounts on |          | thin the description | <b>(A)</b><br>Beginning of year |     | (B)<br>End of year |
|----------|------|---|----------|----------------------|---------------------------------|-----|--------------------|
|          | 45   | Cash—non-interest-bearing   |          |                      |                                 | 45  |                    |
|          | 46   | Savings and temporary cash investments  |          |                      | 37,691,169                      | 46  | 37,371,241         |
|          |      |   | ı        |                      |                                 |     |                    |
|          |      | Accounts receivable   | 47a      | 4,077,808            |                                 |     |                    |
|          | Ь    | Less allowance for doubtful accounts  | 47b      | 175,000              | 4,430,446                       | 47c | 3,902,808          |
|          | 48a  | Pledges receivable  | 48a      |                      |                                 |     |                    |
|          | ь    | Less allowance for doubtful accounts  | 48b      |                      |                                 | 48c |                    |
|          | 49   | Grants receivable   |          | 49                   |                                 |     |                    |
|          | 50a  | Receivables from current and former officei   | rs. dire | ctors.trustees.and   |                                 |     |                    |
|          |      | key employees (attach schedule)   |          |                      |                                 | 50a |                    |
|          | Ь    | Receivables from other disqualified person 4958(c)(3)(B) (attach schedule)              | •        |                      |                                 | 50b |                    |
|          | 51a  | Other notes and loans receivable (attach  |          |                      |                                 |     |                    |
|          |      | schedule)   | 51a      |                      |                                 |     |                    |
| Ş        | ь    | Less allowance for doubtful accounts  | 51b      |                      |                                 | 51c |                    |
| Assets   | 52   | Inventories for sale or use   |          |                      | 23,033                          | 52  | 28,079             |
|          | 53   | Prepaid expenses and deferred charges .   |          |                      | 791,771                         | 53  | 998,982            |
|          | 54a  | Investments—publicly-traded securities  | . •      | - ┌ Cost ┌ FMV       | 41,125,476                      | 54a | 55,376,657         |
|          | ь    | Investments—other securities (attach sch  | edule)   | ► Cost FMV           |                                 | 54b |                    |
|          | 55a  | Investments—land, buildings, and equipment basis  | 55a      | ı                    |                                 |     |                    |
|          | ь    | Less accumulated depreciation (attach schedule)   | 55b      |                      |                                 | 55c |                    |
|          | 56   | Investments—other (attach schedule) .   | •        |                      |                                 | 56  |                    |
|          | 57a  | Land, buildings, and equipment basis  | 57a      | 14,256,018           |                                 |     |                    |
|          | ь    | Less accumulated depreciation (attach   |          |                      |                                 |     |                    |
|          |      | schedule)   | 57b      | 4,131,647            | 10,515,624                      | 57c | 10,124,371         |
|          | 58   | Other assets, including program-related in (describe 📂                                  | vestme   | ents                 |                                 |     |                    |
|          |      |   |          | )                    | 708,962                         | 58  |                    |
|          | 59   | Total assets (must equal line 74) Add lines   | - 15 +h  | rough EQ             | 95,286,481                      | 59  | 107,802,138        |
| -        | 60   | Accounts payable and accrued expenses   |          |                      | 15,446,043                      | 60  | 18,530,342         |
|          | 61   | Grants payable  |          |                      | 10,440,040                      | 61  | 10,000,042         |
|          | 62   | Deferred revenue  |          | ŀ                    | 21,642,021                      | 62  | 19,306,821         |
| .a       | 63   | Loans from officers, directors, trustees, and   |          | ŀ                    |                                 |     | 13,533,523         |
| i<br>I   |      | schedule)   | -        |                      |                                 | 63  |                    |
| Ļ.       | 64a  | Tax-exempt bond liabilities (attach schedu  |          | ŀ                    |                                 | 64a |                    |
| •        | Ь    | Mortgages and other notes payable (attach   | •        | ŀ                    |                                 | 64b |                    |
|          | 65   | Other liablilities (describe  |          | ,                    | 27,240,756                      | 65  | 35,423,147         |
|          |      | ·   |          | ,                    |                                 |     |                    |
|          | 66   | Total liabilities Add lines 60 through 65 .   |          |                      | 64,328,820                      | 66  | 73,260,310         |
|          | Orga | anizations that follow SFAS 117, check here   | <b>▶</b> | nd complete lines    |                                 |     |                    |
|          |      | 67 through 69 and lines 73 and 74   |          |                      |                                 |     |                    |
| ances    | 67   | Unrestricted  |          |                      | 30,957,661                      | 67  | 34,541,828         |
| <u> </u> | 68   | Temporarily restricted  |          |                      |                                 | 68  |                    |
| <u> </u> | 69   | Permanently restricted  |          |                      |                                 | 69  |                    |
| Fund     | Orga | anizations that do not follow SFAS 117, chec  | k here   | ► 「and               |                                 |     |                    |
|          | 70   | complete lines 70 through 74  Capital stock, trust principal, or current fur            | , d c    |                      |                                 | 70  |                    |
| S.       | 71   | Paid-in or capital surplus, or land, building,  |          | 1                    |                                 | 71  |                    |
| sets     | 72   | Retained earnings, endowment, accumulate  |          | · ·                  |                                 | 72  |                    |
| ₹<br>-   | 73   | Total net assets or fund balances Add line  |          | · '                  |                                 | , 2 |                    |
| ĕ        |      | through 72 (Column (A) must equal line 19   |          | <u> </u>             |                                 |     |                    |
|          |      | line 21)  |          |                      | 30,957,661                      | 73  | 34,541,828         |
|          | 74   | Total liabilities and net assets / fund balances  | Add line | es 66 and 73         | 95,286,481                      | 74  | 107,802,138        |

| Part     | the instructions.)                            | ie per Audited Finar         | ncial Sta    | tements V  | Vith Reven            | ue per         | Return (See                     |
|----------|---|------------------------------|--------------|------------|-----------------------|----------------|---------------------------------|
| <u> </u> | Total revenue, gains, and other suppor        | t per audited financial sta  | tements      |            |                       | a              | 208,332,828                     |
| ь        | A mounts included on line <b>a</b> but not on |                              |              |            |                       |                | · · ·                           |
| 1        | Net unrealized gains on investments           |                              | Ь1           |            | 1,951,380             |                |                                 |
| 2        | Donated services and use of facilities        |                              | b2           |            |                       | 1              |                                 |
| 3        | Recoveries of prior year grants               |                              | b3           |            |                       | 1              |                                 |
| 4        | Other (specify)                               |                              | 55           |            |                       | 1              |                                 |
|          |   |                              | _ <b>b</b> 4 |            | 8,477,406             |                |                                 |
|          | Add lines <b>b1</b> through <b>b4</b>         |                              |              |            |                       | ь              | 10,428,786                      |
| c        | Subtract line <b>b</b> from line <b>a</b>     |                              |              |            |                       | С              | 197,904,042                     |
| d        | Amounts included on Part I, line 12, bu       | ut not on line <b>a</b>      |              |            |                       |                |                                 |
| 1        | Investment expenses not included on           | Part I, line                 | .14          |            |                       |                |                                 |
| _        | 6b  |                              | d1           |            |                       | 1 1            |                                 |
| 2        | Other (specify)                               |                              | d2           |            |                       |                |                                 |
|          | Add lines <b>d1</b> and <b>d2</b>             |                              | -            |            |                       | <sub>a</sub>   | 10,428,786                      |
| e        | Total revenue (Part I, line 12) Add line      |                              |              |            | • •                   | <del>- +</del> | 197,904,042                     |
| •        | d   |                              |              |            |                       | e              | 137,301,012                     |
| Part     | IV-B Reconciliation of Expens                 |                              | ncial St     | atements   | With Expe             | nses pe        | r Return                        |
| а        | Total expenses and losses per audited         | financial statements .       |              |            |                       | а              | 204,748,661                     |
| b        | A mounts included on line <b>a</b> but not on | Part I, line 17              |              |            |                       |                |                                 |
| 1        | Donated services and use of facilities        |                              | <b>b1</b>    |            |                       |                |                                 |
| 2        | Prior year adjustments reported on Pai        | t I, line                    |              |            |                       | 1              |                                 |
|          | 20  |                              | b2           |            |                       | 1 1            |                                 |
| 3        | Losses reported on Part I, line               |                              | Ь3           |            |                       |                |                                 |
| 4        | 20  |                              | D3           |            |                       | 1              |                                 |
| 4        | Other (specify)                               |                              | b4           |            | 17,694,802            |                |                                 |
|          | Add lines <b>b1</b> through <b>b4</b>         |                              | -            | •          |                       | ь              | 17,694,802                      |
| с        | Subtract line <b>b</b> from line <b>a</b>     |                              |              |            |                       | c              | 187,053,859                     |
| d        | Amounts included on Part I, line 17, bi       |                              |              |            |                       | <del> </del>   | 107,000,000                     |
| 1        | Investment expenses not included on           |                              |              |            |                       |                |                                 |
| _        | 6b  | rait I, iiile                | d1           |            |                       |                |                                 |
| 2        | Other (specify)                               |                              |              |            |                       | 1              |                                 |
|          |   |                              | d2           |            |                       |                |                                 |
|          | Add lines <b>d1</b> and <b>d2</b>             |                              |              |            |                       | d              |                                 |
| e        | Total expenses (Part I, line 17) Add li       |                              |              |            |                       |                | 187,053,859                     |
|          | d   |                              |              |            | <u> </u>              | <u>e</u> _     |                                 |
| Pari     | director, trustee, or key emplinstructions.)  |                              |              |            |                       |                |                                 |
|          |   | (B) Title and average hours  | (C) Co.      | mpensation | ( <b>D</b> ) Contribi |                | (E) Expense                     |
|          | (A) Name and address                          | per week devoted to position |              |            | deferred com          | pensation      | account and other<br>allowances |
| <u> </u> | JAA Doto Toble                                |                              |              |            | plans                 | 5              |                                 |
| See A    | dditional Data Table                          |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   |                              |              |            |                       |                |                                 |
|          |   | 1                            | 1            |            | l                     |                | Ī                               |

|     | 330 (2007)   |                                |                               |  |                |            | raye <b>C</b> |
|-----|--|--------------------------------|-------------------------------|--|----------------|------------|---------------|
|     | t V-A Current Officers, Directors                      |                                |                               | <u> </u>   |                | Yes        | No            |
| 75a | Enter the total number of officers, director           | rs, and trustees permitted     | d to vote on organization     | n business at board                                  |                |            |               |
|     | meetings   |                                | <u>▶81</u>                    |  |                |            |               |
| b   | Are any officers, directors, trustees, or ke           | y employees listed in Fo       | rm 990, Part V-A, or hig      | jhest compensated                                    |                |            |               |
|     | employees listed in Schedule A , Part I , or           | highest compensated pr         | ofessional and other ind      | ependent   |                |            |               |
|     | contractors listed in Schedule A, Part II-A            | A or II-B, related to each     | other through family or       | business   |                |            |               |
|     | relationships? If "Yes," attach a statemen             | it that identifies the indiv   | iduals and explains the       | relationship(s) .                                    | 75b            |            | No            |
| c   | Do any officers, directors, trustees, or key           | employees listed in For        | m 990, Part V-A, or hig       | hest compensated                                     |                |            |               |
|     | employees listed in Schedule A, Part I, or             | highest compensated pr         | ofessional and other ind      | ependent   |                |            |               |
|     | contractors listed in Schedule A, Part II-             |                                |                               | ·  |                |            |               |
|     | tax exempt or taxable, that are related to             | •                              | •                             | -  | 75c            |            | l No          |
|     | organization"  |                                |                               |  |                |            |               |
|     | If "Yes," attach a statement that includes             | the information describe       | d in the instructions         |  |                |            |               |
| d   | Does the organization have a written confl             | lict of interest policy? .     |                               |  | 75d            | Yes        |               |
|     | t V-B Former Officers, Director                        |                                |                               |  | satio          | n or (     | Other         |
|     | Benefits (If any former office                         |                                |                               |  |                |            |               |
|     | (described below) during the                           |                                |                               | amount of compens                                    | ation          | or oth     | er            |
|     | benefits in the appropriate co                         | olumn. See the instruc         | ctions.)                      | (D) Contributions to                                 |                |            |               |
|     | (A) Name and address                                   | (B) Loans and Advances         | (C) Compensation              | ( <b>D</b> ) Contributions to employee benefit plans | <b>(E)</b> Exp | oense ac   | count and     |
|     | (A) Name and address                                   | (B) Loans and Advances         | (If not paid enter -0- )      | and deferred compensation plans                      | otl            | ner allowa | ances         |
|     |  |                                |                               | piaris   |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     |  |                                |                               |  |                |            |               |
|     | Other Information (Coathe                              | in atmustic no \               |                               |  |                |            | T             |
|     | t VI Other Information (See the                        | <u> </u>                       |                               |  | 1              | Yes        | No            |
| 76  | Did the organization make a change in its activities   | or methods of conducting acti  | vities? If "Yes," attach a    |  |                |            |               |
|     | detailed statement of each change                      |                                |                               |  | 76             |            | No            |
| 77  | Were any changes made in the organizing                | or governing documents         | but not reported to the I     | IRS?   | 77             |            | No            |
|     | If "Yes," attach a conformed copy of the c             | hanges                         |                               |  |                |            |               |
| 78a | Did the organization have unrelated business gross     | income of \$1,000 or more dur  | ing the year covered by this  | return?  | 78a            | Yes        |               |
| b   | If "Yes," has it filed a tax return on Form 9          | <b>990-T</b> for this year? .  |                               |  | 78b            | Yes        |               |
| 79  | Was there a liquidation, dissolution, termination, or  | substantial contraction during | the year? If "Yes," attach    |  |                |            |               |
|     | a statement  |                                |                               |  | 79             |            | No            |
| 30a | Is the organization related (other than by association |                                | ide organization) through con | nmon membership,                                     |                |            |               |
|     | governing bodies, trustees, officers, etc , to any otl |                                |                               | • •  | 80a            |            | l No          |
|     | James 2 - 2, clastosos, ciliscio, etc., to dily off    | or nonexempt orge              |                               |  | Jua            |            | 100           |
| b   | If "Yes," enter the name of the organization           | on 🟲                           |                               |  |                |            |               |
|     |  | and check whether it           | is Texempt or Tno             | nexempt  |                |            |               |
| 31a | Enter direct or indirect political expenditu           | res (See line 81 instruct      | nons) <b>81a</b>              |  |                |            |               |
| b   | Did the organization file Form 1120-POL fo             | orthis year?                   | <del></del>                   |  | 81b            |            | No            |

|     | 990 (2007)   |       |     | Page /       |
|-----|--|-------|-----|--------------|
| Par | t VI Other Information (continued)   |       | Yes | No           |
| 82a | Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?  | 82a   |     | No           |
| b   | If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)   |       |     |              |
| 83a | Did the organization comply with the public inspection requirements for returns and exemption applications?  | 83a   | Yes |              |
|     | Did the organization comply with the disclosure requirements relating to quid pro quo contributions?   | 83b   |     |              |
| 84a | Did the organization solicit any contributions or gifts that were not tax deductible?  | 84a   | Yes |              |
| ь   | If "Yes," did the organization include with every solicitation an express statement that such contributions or   |       |     |              |
|     | gıfts were not tax deductible?   | 84b   | Yes |              |
| 85  | 501(c)(4), (5), or (6) organizations. <b>a</b> Were substantially all dues nondeductible by members?   | 85a   |     | Νο           |
| b   | Did the organization make only in-house lobbying expenditures of \$2,000 or less?  | 85b   |     | Νο           |
|     | If "Yes," was answered to either 85a or 85b, <b>do not</b> complete 85c through 85h below unless the organization received a waiver for proxy tax owed the prior year  |       |     |              |
| c   | Dues assessments, and similar amounts from members   |       |     |              |
| d   | Section 162(e) lobbying and political expenditures   |       |     |              |
| е   | Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices 85e 11,956,001  |       |     |              |
| f   | Taxable amount of lobbying and political expenditures (line 85d less 85e) <b>85f</b> 17,686,527  |       |     |              |
| _   | Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?  | 85g   |     | No           |
| h   | If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?                             |       |     |              |
|     | year   | 85h   | Yes |              |
| 86  | 501(c)(7) orgs. Enter a Initiation fees and capital contributions included on line 12  |       |     |              |
| b   | Gross receipts, included on line 12, for public use of club facilities 86b   |       |     |              |
| 87  | 501(c)(12) orgs. Enter a Gross income from members or shareholders 87a   |       |     |              |
| b   | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them )   |       |     |              |
| 88a | At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? If "Yes," complete Part IX | 88a   |     | No           |
| b   | At any time during the year, did the organization directly or indirectly own a controlled entity within the meaning of section 512(b)(13)? If yes complete Part XI   | 88b   |     | No           |
| 89a | 501(c)(3) organizations Enter Amount of tax imposed on the organization during the year under  | GGD   |     | NO           |
|     | section 4911 • , section 4912 • , section 4955 •   |       |     |              |
| Ь   | 501(c)(3) and 501(c)(4) orgs. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction         | 89b   |     |              |
| c   | Enter A mount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958  |       |     |              |
| d   | Enter Amount of tax on line 89c, above, reimbursed by the organization   |       |     |              |
| e   | All organizations. At any time during the tax year was the organization a party to a prohibited tax shelter transaction?   | 20-   |     |              |
| £   | All organizations. Did the organization acquire direct or indirect interest in any applicable insurance contract?  | 89e   |     |              |
| •   | An organizations. Did the organization acquire direct of munect interest in any applicable insulance contract.   |       |     | l <u>.</u> . |
|     | 5  | 89f   |     | No           |
| g   | For supporting organizations and sponsoring organizations maintaining donor advised funds. Did the supporting organization, or a fund maintained by a sponsoring organization, have excess business holdings at any time during the year?                            |       |     |              |
|     |  | 89g   |     |              |
| 90a | List the states with which a copy of this return is filed 🕨 DC   |       |     | L            |
|     | Number of employees employed in the pay period that includes March 12, 2007 (See 90b   |       |     | 252          |
|     | ınstructions)  |       |     |              |
| 91a | The books are in care of ▶ BRENDA HARGETT Telephone no ▶ (202)   | 682-8 | 350 |              |
|     | 1220 L Street NW   |       |     |              |
|     | Located at F Washington, DC ZIP + 4 F 20005  |       |     |              |
| Ь   | At any time during the calendar year, did the organization have an interest in or a signature or other authority<br>over a financial account in a foreign country (such as a bank account, securities account, or other financial                                    | ſ     | Yes | No           |
|     | account)?  | 91b   | Yes |              |
|     | If "Yes," enter the name of the foreign country 🛌 CH   |       |     |              |
|     | See the instructions for exceptions and filing requirements for <b>Form TD F 90-22.1</b> , Report of Foreign Bank and Financial Accounts   |       |     |              |
|     |  |       |     | I            |

| orm 990 (2007)   |                        |                                    |                  |                             |                | Page                    |
|--|------------------------|------------------------------------|------------------|-----------------------------|----------------|-------------------------|
| Part VI Other Information (continued)  |                        |                                    |                  |                             | Ye             | s No                    |
| <b>c</b> At any time during the calendar year, did the orga  | anızatıon maıntaıı     | n an office outside o              | of the United    | l States?                   | <b>91c</b> Ye  | s                       |
| If "Yes," enter the name of the foreign country 🛌  | СН                     |                                    |                  |                             |                |                         |
| Section 4947(a)(1) nonexempt charitable trusts filir   |                        | u of <b>Form 1041—</b> Ch          | eck here .       | <del></del>                 |                | . ▶ □                   |
| and enter the amount of tax-exempt interest rece   | =                      |                                    |                  |                             |                |                         |
| art VII Analysis of Income-Producing A   |                        |                                    |                  |                             |                |                         |
| ote: Enter gross amounts unless otherwise indicated.   |                        | d business income                  |                  | ection 512, 513, or 51      |                | (E)                     |
| -  | (A)<br>Business        | (B)                                | (C)<br>Exclusion | (D)                         |                | lated or<br>pt function |
|  | code                   | Amount                             | code             | Amount                      |                | ncome                   |
| Program service revenue  |                        |                                    |                  |                             |                |                         |
| a See Additional Data Table  |                        |                                    |                  |                             |                |                         |
| b  |                        |                                    |                  |                             |                |                         |
| с  |                        |                                    |                  |                             |                |                         |
| d  |                        |                                    |                  |                             |                |                         |
| e  |                        |                                    |                  |                             |                |                         |
| f Medicare/Medicaid payments   | _                      |                                    |                  |                             |                |                         |
| g Fees and contracts from government agencies  |                        |                                    |                  |                             | 1              |                         |
| Membership dues and assessments  |                        |                                    |                  |                             | 1              | 159,413,34              |
| •  |                        |                                    | 14               | 3,750,327                   | 1              |                         |
| <ul> <li>Interest on savings and temporary cash investments</li> <li>Dividends and interest from securities</li> </ul> |                        |                                    |                  |                             |                |                         |
| Net rental income or (loss) from real estate   | ·                      |                                    |                  |                             |                |                         |
| a debt-financed property   |                        |                                    |                  |                             |                |                         |
| <b>b</b> non debt-financed property  |                        |                                    |                  |                             |                |                         |
| Net rental income or (loss) from personal property   |                        |                                    |                  |                             |                |                         |
| Other investment income  |                        |                                    |                  |                             |                |                         |
| Gain or (loss) from sales of assets other than inventory   |                        |                                    | 18               | -209,467                    |                |                         |
| D1 Net income or (loss) from special events  |                        |                                    |                  | ,                           |                |                         |
| OZ Gross profit or (loss) from sales of inventory  |                        |                                    |                  |                             |                |                         |
| Other revenue a Other  |                        |                                    | 01               | 92,097                      |                |                         |
| b  | _                      |                                    |                  | 32,031                      |                |                         |
| c  |                        |                                    |                  |                             |                |                         |
|  | _                      |                                    |                  |                             |                |                         |
| d  |                        |                                    |                  |                             |                |                         |
| e  |                        | 2 722 074                          |                  | 2 (22 057                   |                | 100 547 11              |
| Subtotal (add columns (B), (D), and (E))   |                        | 3,723,974                          |                  | 3,632,957                   |                | 190,547,11              |
| 75 Total (add line 104, columns (B), (D), and (E))   |                        |                                    |                  | · · · · •                   | 19             | 7,904,042               |
| te: Line 105 plus line 1e, Part I, should equal the amou   |                        |                                    |                  |                             |                |                         |
| art VIII Relationship of Activities to th  |                        |                                    |                  |                             |                |                         |
| ne No. Explain how each activity for which income is of the organization's exempt purposes (other                      |                        |                                    |                  | mportantly to the a         | ccompiis       | nment                   |
| 93, API is the U.S. oil and natural gas industry's   |                        | •                                  | ,                |                             |                |                         |
| association API influences public policy in s  |                        |                                    |                  |                             |                |                         |
| needs of consumers in an efficient, environme  | •                      |                                    |                  | ·                           | -              | ograms                  |
| and other related revenues result from API's   | operations in adv      | ancement of its ex                 | empt purpos      | se, as stated above         |                |                         |
|  |                        |                                    |                  |                             |                |                         |
| art IX Information Regarding Taxable   | Subsidiaries           | and Disregard                      | ed Entitie       | s (See the ins              | truction       | 25.)                    |
| (A) (B)  | <u> </u>               |                                    | ou Liidio        |                             |                | (E)                     |
| Name, address, and EIN of corporation, Percentage ownership in   |                        | <b>(C)</b><br>Nature of activities |                  | ( <b>D)</b><br>Total income | 1              | l-of-year<br>assets     |
| partite is in p, or disregarded entity owners in p in  | %                      |                                    |                  |                             | <del>  '</del> | 133013                  |
|  | %                      |                                    |                  |                             |                |                         |
|  | %                      |                                    |                  |                             |                |                         |
|  | %                      | *** -                              |                  |                             |                |                         |
| art X Information Regarding Transfer   | rs Associated          | with Personal                      | Benefit C        | ontracts (See               | the            |                         |
| instructions.)   | actly or indirectly +- | nav pramilima an a a a             | reanal barafet - | contract?                   |                | es 🗸 No                 |
| ) Did the organization, during the year, receive any funds, dir  |                        |                                    |                  |                             |                | es I No                 |
| Did the organization, during the year, pay premiu  |                        | airectiy, on a perso               | nai benefit c    | ontract?                    | , , <b>Y</b>   | es i No                 |
| <b>OTE:</b> If "Yes" to <b>(b),</b> file Form 8870 <b>and</b> Form 4720 (s   | see instructions).     |                                    |                  |                             |                |                         |

|                |   |  |                                  |                            | Yes              | No    |
|----------------|---|--|----------------------------------|----------------------------|------------------|-------|
| 106            | Did the reporting organization <b>make</b> any<br>the Code? if "Yes," complete the sched    |  | defined in section 51            | 2(b)(13) of                |                  |       |
|                | (A) Name and address of each controlled entity  | (B)<br>Employer Identification<br>Number | (C)<br>Description o<br>transfer |                            | (D)<br>of transf | er    |
|                |   |  |                                  |                            |                  |       |
|                |   |  |                                  |                            |                  |       |
|                |   |  |                                  |                            |                  |       |
|                | Totals  |  |                                  |                            |                  |       |
|                |   |  |                                  |                            |                  |       |
|                | Balti   |  | I . Co I                         | - 512(1)(12) -6            | Yes              | No    |
| .07            | Did the reporting organization <b>receive</b> a<br>the Code? if "Yes," complete the sched   |  | as defined in section            | 11 512(0)(13) 01           |                  |       |
|                | (A)  Name and address of each  controlled entity  | (B)<br>Employer Identification<br>Number | (C)<br>Description o<br>transfer | AT I                       | (D)<br>of transf | er    |
|                | ,   |  |                                  |                            |                  |       |
|                |   |  |                                  |                            |                  |       |
|                |   |  |                                  |                            |                  |       |
|                | Totals  |  |                                  |                            |                  |       |
|                |   |  |                                  |                            |                  |       |
|                |   |  |                                  |                            | Yes              | No    |
| .08            | Did the organization have a binding writer royalties and annuities described in que         |  | 2006 covering the i              | nterests, rents,           |                  |       |
|                | Under penalties of perjury, I declare that I hand belief, it is true, correct, and complete |  |                                  |                            |                  |       |
| lease          |   |  | 2008-0                           | 5-13                       |                  |       |
| ign<br>ere     | Signature of officer  |  | Date                             |                            |                  |       |
|                | BRENDA S HARGETT VICE PRESIDENT AN<br>Type or print name and title                          | ND CFO                                   |                                  |                            |                  |       |
| aid            | Preparer's signature  | Date                                     | Check if self-empolyed           | Preparer's SSN or PTIN     | (See Gen I       | nst W |
|                | 0.510   |  |                                  | <del> </del>               |                  |       |
| repar          | ` ' ' <b>—</b> '  |  |                                  | EIN Þ                      |                  |       |
| repar<br>se Or | ` ' ' <b>—</b> '  | NW Suite 900                             |                                  | EIN ▶ Phone no ▶ (202) 29: |                  |       |