#### 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 benefit trust or private foundation)

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

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 13-0433430 Address change label or E Telephone number Number and street (or P O box if mail is not delivered to street address) Room/suite

_		-	type. See	1220 L STREET NW						(202)6	82-8350		
]	Initial retu	ırn	Specific Instruc-	City or town, state or count	rv. and ZIP + 4							Cash 🔽 Accrual	
_ F	Fınal retur	'n	tions.	WASHINGTON, DC 20005	,,						(specify)		
_ /	Amended	return									· · · //		
_ ,	Application	n pending											
			<ul><li>Section</li></ul>	501(c)(3) organizations a	nd 4947(a)(1) nonexempt o	harital	ble					27 organizations	
			trusts m	ust attach a completed Sc	hedule A (Form 990 or 990	-EZ).						s?  Yes  No	
G	Web sit	e: ► www	w apı org								er of affiliate		
				_	_				Are all affil			☐ Yes ☐ No	
)	riganization type (check only one) P   Sole() (0) 4 (insert no )   157/(d)(1) or   S27								ach a list See instructions )				
					ing organization <b>and</b> its gross i			H(d)	Is this a secovered by	•	•	an organization ✓ Yes ✓ No	
			than 25,000 nplete return	A return is not required, but if	the organization chooses to file	e a retu		-					
	be sale to	o file d con	irpicte return				— <u>-</u> -				n Number		
L	Gross re	eceipts	Add lines 6	b, 8b, 9b, and 10b to lin	e 12 🕨 198,119,909			М	Check ► attach Sch	B (Form	organization 1 990, 990-Ez	is <b>not</b> required to Z, or 990-PF)	
P	artI	Reve	nue, Exp	enses, and Change	s in Net Assets or F	und	Balaı	ıces	(See tl	he ins	tructions	s.)	
	1			s, grants, and sımılar am									
	a	Contrib	utions to do	onor advised funds .		1a							
	Ь	Directi	public suppo	ort (not included on line :	1a)	1b							
	c	Indirec	t public sup	port (not included on line	e 1a)	1c							
	d	Govern	ment contri	butions (grants) (not inc	luded on line 1a)	1d							
					·			`		┨╻			
	e				noncash \$				0.2.\	1e		24.057.730	
	2	-			nent fees and contracts (		art VI	i, iine	93) .	2	+	34,857,738	
	3									3		159,413,347	
	4				vestments					4		3,750,327	
	5			rest from securities .	1					5			
	6a					6a				_			
	b		•	ses		6b				$\dashv$ .			
	C C			or (loss) subtract line 6t				•		60	_		
# E	7					• •	<del></del>			7			
Karante	8a			n sales of assets	(A) Securities			(B) (	ther	400			
_	1.			ry	215 967	8a			6,	400			
	b			•	215,867		<b>%</b> 3		6	400			
	c d		` , `	ach schedule)	,		1 —				.	200 467	
	9	_		·	s (A) and (B) Iule) If any amount is fro					8d	•	-209,467	
		Special	events and	activities (attach sched	idle) It ally allount is no	ııı yalı	illig, Ci	ieckii	ere 🕶				
	a				of	0-	ı						
	١.		•	rted on line 1b)		9a				_			
	b		•	ses other than fundraisir	• .	9b				$\dashv$			
	10-		·	•	ubtract line 9b from line 9			•		90	-		
	10a b			entory, less returns and a ssold		10a 10b				$\dashv$			
			•		schedule) Subtract line 10b fro		100			-      -	_		
	C .	•	` '	, ,	•		_	•		100			
	11		•	,	7 04 0 - 40 444					11	_	92,097	
	12				7,8d,9c,10c, and 11 .					12		197,904,042	
ņ	13				))					13	_		
Expenses	14	_	_	•	umn (C))			•		14	_		
# #	15										-		
ш	16	•		· · ·	· · · · · · · ·					16	_	197052050	
	17				nn (A)					17		187,053,859	
<u></u> 13	18 19		, ,	·	e 17 from line 12					18	<del>   </del>	10,850,183	
Nel Assels	20				es (attach explanation) ${}^{9}$					20	-	-7,266,016	
ž	21		-		es (attach explanation) & Combine lines 18, 19, ar					21		34,541,828	
	1	iver ass	eta oi luliu	parances at end or year	Combine lines 10, 19, ar	u 2 U	<u> </u>	<u> </u>	<u> </u>	21	<u> </u>	J-7,541,020	

Part II Statement of Functional Expenses

If "Yes," enter (i) the aggregate amount of these joint costs \$\_\_\_\_\_

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

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

	Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	( <b>B)</b> Program services	(C) Management and general	( <b>D)</b> Fundraising
22a	Grants paid from donor advised funds (attach Schedule)					
	(cash \$noncash \$) If this amount includes foreign grants, check here	22a				
22b	Other grants and allocations (attach schedule)				1	
	(cash \$noncash \$) If this amount includes foreign grants, check here	22b				
23	Specific assistance to individuals (attach schedule)	23			1	
24	Benefits paid to or for members (attach schedule)	24			1	
25a	Compensation of current officers, directors, key employees etc. Listed in Part V-A (attach schedule)	25a	4,217,555			
b	Compensation of former officers, directors, key employees etc listed in Part V-B (attach schedule)	25b				
С	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				
26	Salaries and wages of employees not included on lines 25a, b and c	26	24,123,440			
27	Pension plan contributions not included on lines 25a, b and c	27	683,645			
28	Employee benefits not included on lines 25a - 27	28	4,962,569			
29	Payroll taxes	29	1,803,125			
30	Professional fundraising fees	30				
31	Accounting fees	31	752,904			
32	Legal fees	32	1,089,079			
33	Supplies	33	1,093,800			
34	Telephone	34	511,218			
35	Postage and shipping	35	319,268			
36	Occupancy	36	4,220,379			
37	Equipment rental and maintenance	37	98,931			
38	Printing and publications	38	398,720			
39	Travel	39	2,928,432			
40	Conferences, conventions, and meetings	40	2,203,833			
41	Interest	41	4 272 207			
42	Depreciation, depletion, etc (attach schedule)	42	1,373,297			
43	Other expenses not covered above (Itemize)					
a	See Additional Data Table	43a 43b				
b c		43c				
d		43d				
u e		43a				
f		43f				
g g		43g				
44	Total functional expenses. Add lines 22a through 43g (Organizations completing columns (B)-(D), carry these totals to lines 13—15)	44	187,053,859			

\_, **(ii)** the amount allocated to Program services \$\_\_\_

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

Part III	Statement of Program Se	rvice Accomplishments	(See the instructions
	Statement of Frogram Sc	i vice 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.

ha	t is the organization's primary exempt purpose	P API is the U.S. oil and natural gas industry's primary	
· · · ·	t is the organization s primary exempt purpose	trade association API Engages 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	Program Service
		industry unity and effectiveness in its advocacy api	Expenses
		also provides the opportunity for standards	(Required for 501(c)(3) ar (4) orgs , and 4947(a)(1)
		development, technical cooperation and other	trusts, but optional for
		activities to improve the industry's competitiveness	others )
		through sponsorship of self-supporting	
		programs apı's mıssıon ıs to ınfluence public policy ın	
		support of a strong, viable u soul and natural gas	
		industry essential to meet the energy needs of	
		consumers in an efficient, environmentally	
		responsible manner	
	table trusts must also enter the amount of grants and alk		
•	See Additional Data Table		
	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 ► □	
- - - -	(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 \$  (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 \$	) 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

		Darance officers ( Dec the mother		<del>-,</del>			
Not	e:	Where required, attached schedules and amou column should be for end-of-year amounts on		thin the description	<b>(A)</b> Beginning of year		<b>(B)</b> End of year
	45	Cash—non-interest-bearing				45	
	46	Savings and temporary cash investments			37,691,169	46	37,371,241
	47a	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 officer key employees (attach schedule)				50a	
	ь	Receivables from other disqualified persons 4958(c)(3)(B) (attach schedule)		50b			
	51a		51a	ı			
υħ		Less allowance for doubtful accounts	51a 51b			51c	
Assets			210		23,033		28,079
4	52	Inventories for sale or use			<u>`</u>	52	<u>'</u>
	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 scho	edule)	► Cost FMV		54b	
	55a	Investments—land, buildings, and equipment basis	55a				
	ь	Less accumulated depreciation (attach schedule)	55b			55c	
	56	Investments—other (attach schedule) .				56	
	57a	Land, buildings, and equipment basis	57a	14,256,018			
	1	Less accumulated depreciation (attach					
		schedule)	57b	4,131,647	10,515,624	57c	10,124,371
	58	Other assets, including program-related in	vestme	nts			
		(describe ►		)	708,962	58	
	59	Total assets (must equal line 74) Add lines	: 45 th	rough 58	95,286,481	59	107,802,138
	60	Accounts payable and accrued expenses			15,446,043	60	18,530,342
	61	Grants payable		ŀ	.0,1.0,0.0	61	10,000,012
	62			ŀ	21,642,021	62	19,306,821
		Deferred revenue		ŀ	21,042,021	02	10,300,021
, G	63	Loans from officers, directors, trustees, and				63	
		schedule)		ľ		63	
\;	1	Tax-exempt bond liabilities (attach schedu	•	•		64a	
		Mortgages and other notes payable (attach	sched	ule)	07.040.750	64b	( <del>S</del> ) 05 400 447
	65	Other liablilities (describe 🟲		)	27,240,756	65	35,423,147
	66	<b>Total liabilities</b> Add lines 60 through 65 .			64,328,820	66	73,260,310
	Orga	nnizations that follow SFAS 117, check here					
		67 through 69 and lines 73 and 74	,				
Q.	67	Unrestricted			30,957,661	67	34,541,828
alanci	68	Temporarily restricted		[		68	
B 등	69	Permanently restricted				69	
뒫	Orga	nizations that do not follow SFAS 117, chec					
Fund		complete lines 70 through 74					
ъ	70	Capital stock, trust principal, or current fur		70			
2	71	Paid-in or capital surplus, or land, building,	uipment fund		71		
Asse	72	Retained earnings, endowment, accumulate		72			
e A	73	Total net assets or fund balances Add line					
Ž		through 72 (Column (A) <b>must</b> equal line 19	and co	olumn (B) <b>must</b> equal			
		line 21)			30,957,661	73	34,541,828
	74	Total liabilities and not assets / fund balances		- 66 1 72	05 286 481	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
b	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	d1				
_	6b		aı			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		• •				107,033,033
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 allowances
<u> </u>	JAA Doko Toblo				plans	5	
See A	dditional Data Table						
		1	1		l		Ī

	330 (2007)						raye
	t V-A Current Officers, Director			· · · · · · · · · · · · · · · · · · ·		Yes	No
5a	Enter the total number of officers, director $\boldsymbol{\theta}$	rs, and trustees permitted	d to vote on organizatioi	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 hi	jhest compensated			
	employees listed in Schedule A, Part I, or	ependent					
	contractors listed in Schedule A, Part II-	business					
	relationships? If "Yes," attach a statemer	relationship(s) .	75b		No		
c	Do any officers, directors, trustees, or key						
	employees listed in Schedule A, Part I, or			•			
	contractors listed in Schedule A, Part II-						
	tax exempt or taxable, that are related to				75c		No
	organization"				/50		"
	If "Yes," attach a statement that includes	the information describe	d in the instructions				
d	Does the organization have a written conf				75d	Yes	
	t V-B Former Officers, Director					n or (	) Other
	<b>Benefits</b> (If any former office (described below) during the	cer, director, trustee, e year, list that person	or key employee red below and enter the	ceived compensation	or ot	her bei	nefits
	benefits in the appropriate o	olumn. See the instruc	ctions.)	( <b>D</b> ) Contributions to			
	(A) Name and address	(B) Loans and Advances	(C) Compensation (If not paid enter -0-)	employee benefit plans and deferred compensation plans		oense aco ner allowa	count and ances
_							
a r	t VI Other Information (See the	instructions.)				Yes	No
5	Did the organization make a change in its activities	or methods of conducting activ	vities? If "Yes," attach a				
	detailed statement of each change				76		No
7	Were any changes made in the organizing		hut not reported to the	IRS?	77		No
	If "Yes," attach a conformed copy of the c						<b>—</b>
Ω			ing the year covered by the	roturn?	78a	Yes	
	Did the organization have unrelated business gross		- ,				
	If "Yes," has it filed a tax return on Form !				78b	Yes	<del>                                     </del>
9	Was there a liquidation, dissolution, termination, or a statement	_	une year in res, attach		79		No
0a	Is the organization related (other than by association	on with a statewide or nationw	ıde organızatıon) through cor	nmon membership,			
	governing bodies, trustees, officers, etc , to any ot	her exempt or nonexempt orga	anization?		80a		Νο
b	If "Yes," enter the name of the organization	on 🕨					
		and check whether it	is   exempt or   no	onexempt			
La	Enter direct or indirect political expenditu	res (See line 81 instruct	nons) <b>81a</b>		]		
b	Did the organization file Form 1120-POL for	orthis year?	<del></del>		81b		No

	220 (2007)			raye /
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			
	ın Part I or as an expense ın Part II(See ınstructions ın Part III) 82b			
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	83a	Yes	
b	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	
b	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		Νo
	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			
С	Dues assessments, and similar amounts from members 85c   159,413,347			
d	Section 162(e) lobbying and political expenditures 85d 29,642,528			
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			
g	Does the organization elect to pay the section 6033(e) tax on the amount on line $85f^{7}$	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 86a			
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		N o
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 A mount of tax imposed on the organization during the year under section 4911 ► , section 4912 ► , section 4955 ►			
b	501(c)(3) and $501(c)(4)$ orgs. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction	89b		
С	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?	89e		
f	All organizations. Did the organization acquire direct or indirect interest in any applicable insurance contract?			
-	·····	205		N. a
	Far a compared to a compared t	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 F DC			
b	Number of employees employed in the pay period that includes March 12, 2007 (See instructions)			252
91a	The books are in care of ► BRENDA HARGETT Telephone no ► (202)	<u>682</u> -8	350	
	1220 L Street NW			
	Located at ► Washington, DC ZIP + 4 ► 20005			
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority	1	.,	NI NI
	over a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	04:	Yes	No
	·	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			

art VI Other Information (co.	ntinued)					Yes No
c At any time during the calendar yea	ar, dıd the organızatı	on maintain a	n office outside (	of the United :	States? 91	lc Yes
If "Yes," enter the name of the fore		000	6. F 4044 . C.			<u>.</u> r
2 Section 4947(a)(1) nonexempt charita	<u>-</u>				1 1	🟲 📗
and enter the amount of tax-exemp					▶ 92	
rt VII Analysis of Income-P			<b>ne instructioi</b> pusiness income		ction 512, 513, or 514	/E)
te: Enter gross amounts unless otherwi	ise indicated.	(A)		(c)		<b>(E)</b> Related or
		Business code	( <b>B)</b> Amount	Exclusion code	<b>(D)</b> Amount	exempt function income
Program service revenue						
a See Additional Data Table						
ь	_					
с						
d						
e	_					
f Medicare/Medicaid payments .						
<b>g</b> Fees and contracts from governme	F					
Membership dues and assessment	<del> </del>					159,413,34
Interest on savings and temporary cash in	F			14	3,750,327	<u> </u>
Dividends and interest from securi	ities					
Net rental income or (loss) from re	al 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 th	han inventory			18	-209,467	
1 Net income or (loss) from special 6	events					
<b>2</b> Gross profit or (loss) from sales of	nventory					
<b>3</b> Other revenue <b>a</b> Other				01	92,097	
b						
c						
d						
е						
4 Subtotal (add columns (B), (D), and	d (E))		3,723,974		3,632,957	190,547,11
<b>5 Total</b> (add line 104, columns (B), ([	D), and (E))				<b>.</b>	197,904,04
e: Line 105 plus line 1e, Part I, should e	equal the amount on li	ne 12, Part I.				
art VIIII Relationship of Acti						
ne No. Explain how each activity for wh					portantly to the acc	complishment
of the organization's exempt pu  API is the US oil and natural g			ands for such pur	poses)		
association API influences pub			viable U.S. oil an	d natural das	ındustrv essential t	to meet the ener
94 needs of consumers in an efficie	ent, environmentally	responsible	manner subscrip	tions, publica	ation sales, certifica	
and other related revenues resu	ult from API's operat	ions in advar	ncement of its ex	empt purpose	e, as stated above	
	ng Tayahle Subs	idiaries a	nd Disregard	ed Entities	(See the instr	uctions \
art IX Information Regardin	., . unubic bubb		(C)		(D)	(E)
art IX Information Regardin (A)	(B)				Total income	End-of-year
(A) Name, address, and EIN of corporation,	(B) Percentage of		Nature of activities		Total income	
(A)	(B)				Total income	assets
(A) Name, address, and EIN of corporation,	(B) Percentage of ownership interest				Total income	dssets
(A) Name, address, and EIN of corporation,	(B) Percentage of ownership interest % %				Total income	dssets
(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest % % % % %		Nature of activities	Pomofil C		
(A) Name, address, and EIN of corporation, partnership, or disregarded entity  art X Information Regardir	(B) Percentage of ownership interest % % % % %		Nature of activities	Benefit Co		
(A) Name, address, and EIN of corporation, partnership, or disregarded entity  Part X Information Regarding instructions.)	(B) Percentage of ownership interest % % % % % Transfers Ass	sociated v	Nature of activities		ontracts (See th	
(A)  Name, address, and EIN of corporation, partnership, or disregarded entity  Part X Information Regardir	(B) Percentage of ownership interest % % % % % graphic states and states are	sociated v	vith Personal y premiums on a pe	rsonal benefit co	ontracts (See th	ne 

	Did the reporting organization <b>make</b> any the Code? if "Yes," complete the sched		defined in section 5	12(b)(13) of	Yes	No
	(A) Name and address of each controlled entity	(B) Employer Identification Number	(C) Description transfer	Amour	(D) at of trans	fer
ı						
)						
	Totals					
	Did the reporting organization <b>receive</b> a	•	y as defined in secti	on 512(b)(13) of	Yes	No
	the Code? if "Yes," complete the sched (A) Name and address of each controlled entity	(B)  Employer Identification  Number	(C) Description transfer	A mour	(D) It of trans	fer
·						
	Totals					
	Did the organization have a binding write royalties and annuities described in que		, 2006 covering the	ınterests, rents,	Yes	No
lease ign	Under penalties of perjury, I declare that I h and belief, it is true, correct, and complete  ****** Signature of officer		is based on all informat			
lere	BRENDA S HARGETT VICE PRESIDENT AN Type or print name and title	ID CFO	Date			
aid	Preparer's signature	Date	Check if self-empolyed	Preparer's SSN or PTIN	(See Gen 1	Inst W
repare Ise Onl	uf self-employed),	•	<u>.</u>	EIN Þ		
JU UIII	address, and ZIP + 4 805 15th Street I	NW Suite 900		Phone no ▶ (202) 2		

#### **Additional Data**

Software ID: Software Version:

**EIN:** 13-0433430

Name: AMERICAN PETROLEUM INSTITUTE

#### Form 990, Part II, Line 43 - Other expenses not covered above (itemize):

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
a studies analysis Laboratory Research	43a	18,783,036			
<b>b</b> studies analysis Coalition Memberships & Grants	43b	7,859,553			
c Pension Expense	43c	4,391,238			
<b>d</b> Postretirement Benefit Cost	43d	1,703,676			
e Software Maintenance & License Fees	43e	352,380			
<b>f</b> Contributions	43f	401,493			
<b>g</b> insurance and Property tax	43g	527,016			
<b>h</b> Bad Debt	43h	97,575			
i Advertising Cost	43i	70,765,435			
j consulting Fees	43j	31,392,262			

### Form 990, Part III - Program Service Accomplishments:

num (3)	organizations must describe their exempt purpose achievements in a clear and concise manner. State the organizations issued, etc. Discuss achievements that are not measurable. (Section 501(c) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and cations to others.)	Program Service Expenses (Required for 501(c) (3) and (4) orgs., and 4947(a)(1) trusts; but optional for others.)
a	ADVOCACYAPI speaks for the petroleum industry before Congress, the executive branch of government, state legislatures, and the news media. It negotiates with regulatory agencies, represents the industry in court and participates in coalitions building the grassroots support that encourages Congress, the White House and state legislators to act. API also strives to enhance its members' standing on the environmental, health and safety issues that are central to the public's perception of the industry and its products.	
	(Grants and allocations \$ ) If this amount includes foreign grants, check here 🕨 🦵	
b	INFORMATIONAPI is the source for information about the petroleum industry. It undertakes the scientific and economic analysis that is the foundation for the industry's stance on the current issues. It collects and compiles statistics and is without peer in finding and providing industry-specific information for people who need it	
	(Grants and allocations \$ ) If this amount includes foreign grants, check here 🕨 🦵	
c	INDUSTRY OPERATIONSAPI has set standards for the U S petroleum industry since its founding in 1919. In the global marketplace, these same standards are becoming international standards, and API's involvement in international events and organizationS is growing. More than 500 API standards are now used throughout the world. Many of these standards are now a part of both federal and state regulations.	
	(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ ┌	
d	MAINTAINING QUALTIYThe increasingly international nature of the petroleum business is evident in API's approach to certifying that products meet the industry's exacting standards of quality. Since 1924, API has licensed oilfield equipment manufacturers to use the API monogram, recognized as a mark of quality around the world. API licenses motor oils for use in both gasoline and diesel engines. API also certifies inspectors of storage tanks, pressure vessels, and piping.	
	(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ ┌	
e	EDUCATIONAPI organizes seminars, workshops and symposia on issues vital to the industry's livelihood It provides training materials that help professionals in the oil and gas business meet regulatory requirements and industry standards	
	(Grants and allocations \$ ) If this amount includes foreign grants, check here 🕨 🦵	

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(A) Name and address  (B) Title and average hours per week devoted to position  (C) Comper (If not paid, to position .)		(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
Bryon M red Cavaney 1220 L Street NW Washington, DC 20005	President & CEO 40 00	1,413,257	446,586	0
Michele Rinn 1220 L Street NW Washington, DC 20005	Corporate Secretary 40 00	236,333	42,311	0
Brenda S Hargett 1220 L Street NW Washington, DC 20005	Vice President & CFO 40 00	389,168	132,971	0
Harry Ng 1220 L Street NW washington, DC 20005	General Counsel 40 00	304,167	86,606	0
James Ford 1220 L Street NW washington, DC 20005	VP of Government Affairs 40 00	465,000	120,124	0
Jim Craig 1220 L Street NW washington, DC 20005	VP-Policy & Communications 40 00	389,167	191,865	0
James J Mulva 1220 L Street NW Washington, DC 20005	board member 1 00	0	0	0
Clarence Cazalot Jr 1220 L Street NW Washington, DC 20005	board member 1 00	0	0	0
Claiborne Deming 1220 L Street NW Washington, DC 20005	board member 1 00	0	0	0
James Hackett 1220 L Street NW Washington, DC 20005	board member 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0- .)	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
John Hofmeister 1220 L Street NW Washington, DC 20005	board member 1 00	0	0	0
Robert A Malone 1220 L Street NW Washington, DC 20005	board member 1 00	0	0	0
J Larry Nichols 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
David O'Reilly 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Rex Tillerson 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Dawood Al-Dawood 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Mohammad S Al-Shammarı 1220 L Street NW washıngton, DC 20005	board member 1 00	0	0	0
Philip F Anschutz 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Thomas A Bannigan 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Dalton J Boutte 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	me and address   (C) Compensation   employee benefit   plans & deferred			(E) Expense account and other allowances
Patrick D Daniel 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Gregg J Davis 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Chadwick C Deaton 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Cortlandt S Dietler 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Byron Dunn 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
John M Duty Jr 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Stephen A Elbert 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Lynn Elsenhans 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Randall K Eresman 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Sheldon R Erikson 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(A) Name and address  (B) Title and average hours per week devoted to position  (C) Compensation (If not paid, enter -0- plans & deferred compensation plans		(E) Expense account and other allowances	
Timothy C Felt 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
James L Gallogly 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Russell E Ginn 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Bruce C Gottwald 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Frederic C Hamilton 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Gary R Heminger 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Steven B Hinchman 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Kevin M Hostler 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Roy M Huffington 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Ray L Hunt 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0-	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
W Herbert Hunt 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Ray R Iranı 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Mark A Jackson 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Sidney J Jansma Jr 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
AV Jones Jr 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
James F Justiss Jr 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
George Kırkland 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Karl F Kurz 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Virginia B Lazenby 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
David J Lesar 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0- .)	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
Randy Limbacher 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Jon A Marshall 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Anthony Mayer 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
James P McGregor 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Daniel F McNease 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Michael McShane 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
John Miller 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Bjorn Moller 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
John Morgan 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Joseph H Netherland 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

<u> </u>				
(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0-	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
James E Nielson 1220 L Street NW washington, DC 20005	board member 1 00	O	0	0
James J O'Brien 1220 L Street NW washington, DC 20005	board member 1 00	O	0	0
Marvin O dum 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Robert L Parker Jr 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Louis A Raspino 1220 L Street NW washington, DC 20005	board member 1 00	O	0	0
Thomas P Richards 1220 L Street NW washington, DC 20005	board member 1 00	O	0	0
Corbin J Robertson Jr 1220 L Street NW washington, DC 20005	board member 1 00	O	0	0
Peter Robertson 1220 L Street NW washington, DC 20005	board member 1 00	O	0	0
Douglas L Rock 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
David Seaton 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0-	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
Kathleen Shanahan 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
J Stephen Simon 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Norm J Szydlowski 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Hank A True III 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Lew O Ward 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Jonathan P Whitworth 1220 L Street NW washington, DC 20005	board member 1 00	0	0	0
Randy Armstrong 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0
Richard Bird 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0
Carl Boetticher 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0
James R Buhrmaster 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0

Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0-	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
Gordon M DeFilippo 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0
Louie Ehrlich 1220 L Street NW washington, DC 20005	ex officio 1 00	O	0	0
Stephen F Gates 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0
Gerald T McPhee 1220 L Street NW washington, DC 20005	ex officio 1 00	О	0	0
Patrick T Mulva 1220 L Street NW washington, DC 20005	ex officio 1 00	O	0	0
Steve Pryor 1220 L Street NW washington, DC 20005	ex officio 1 00	O	0	0
Dave Sampson 1220 L Street NW washington, DC 20005	ex officio 1 00	O	0	0
Todd R Schultz 1220 L Street NW washington, DC 20005	ex officio 1 00	O	0	0
James F Snyder 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0
Michael C Linn 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0

### Form 990, Part V-A - Current Officers, Directors, Trustees, and Key Employees:

(A) Name and address	(B) Title and average hours per week devoted to position	er week devoted (If not paid, enter -0- employee benefit		(E) Expense account and other allowances	
Andrew Slaughter 1220 L Street NW washington, DC 20005	ex officio 1 00	O	0	0	
Charlie R Williams II 1220 L Street NW washington, DC 20005	ex officio 1 00	0	0	0	

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

Note: Enter grees a mounte un loca eth avuice	Unrelated	business income	Excluded by section 512, 513, or 514		(E) Related or
Note: Enter gross amounts unless otherwise indicated.	(A) Business code	(B) A mount	(C) Exclusion code	(D) A mount	exempt function income
a Subscriptions					1,013,836
<b>b</b> publication sales					318,200
<b>c</b> Certification Fees	541900	3,723,974			19,360,298
<b>d</b> Gross Meeting Revenue					2,839,767
e publication royalties					7,567,078
f reimbursement From Affiliates					34,585

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# **TY 2007 Depreciation and Depletion Schedule**

Name: AMERICAN PETROLEUM INSTITUTE

Asset	Amount
Leasehold Improvements	550,901
FUrniture & Equipment COMPUTERS	786,827
Internal Use Software	35,569

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Note: To capture the full content of this document, please select landscape mode (11" x 8.5") when printing.

### TY 2007 Gain/Loss from Sale of Other Assets Schedule

Name: AMERICAN PETROLEUM INSTITUTE

	Name	Date Acquired	How Acquired	Date Sold	Purchaser Name	Gross Sales Price	Basis	Basis Met hod	Sales Expenses	Total (net)	Accumulated Depreciation
0	bsolete Equipment	2007-06	PURCHASED	2007-06		6,400	0		0	6,400	

### TY 2007 Land etc. Schedule

Name: AMERICAN PETROLEUM INSTITUTE

Category/Item	Cost/Other Basis	Accumulated Depreciation	Book Value
Leasehold Improvements	7,760,201	885,138	6,875,063
FUrniture & Equipment COMPUTERS	5,421,956	2,433,165	2,988,791
Internal Use Software	1,073,861	813,344	260,517

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# **TY 2007 Other Changes in Net Assets Schedule**

Name: AMERICAN PETROLEUM INSTITUTE

Description	Amount
Change in Minimum PenSion Liability	8,477,406
Unrealized Gain on InvestmentS	1,951,380
EFFECT OF ADOPTION OF RECOGNITION PROVISIONS OF FAS 158	-17,694,802



### **TY 2007 Other Expenses Included Schedule**

Name: AMERICAN PETROLEUM INSTITUTE

Description	Amount
EFFECT OF ADOPTION OF FAS 158	17,694,802



### **TY 2007 Other Liabilities Schedule**

Name: AMERICAN PETROLEUM INSTITUTE

Description	Beginning of Year Amount	End of Year Amount	
Benefit Plan Liabilities	27,240,756	35,423,147	

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### **TY 2007 Other Revenues Included Schedule**

Name: AMERICAN PETROLEUM INSTITUTE

Description	Amount
ADJUSTMENT FOR MINIMUM PENSION LIABILITY	8,477,406