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Part III

Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

1

Briefly describe the organization's mission

TO ASSIST SMALL TO MEDIUM FOOD COMPANIES IN DEVELOPING EXPORT MARKETS FOR THEIR PRODUCTS

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

Yes

No

If "Yes," describe these new services on Schedule O

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

Yes

No

If "Yes," describe these changes on Schedule O

4

Describe the exempt purpose achievements for each of the organization's three largest program services by expenses

Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a

(Code) (Expenses \$ 2,720,640 including grants of \$ 1,959,192) (Revenue \$ 2,796,706)

GENERIC MARKET DEVELOPMENT PROGRAM ADMINISTRATION FOR MEMBER STATE DEPARTMENTS OF AGRICULTURE AND THE FOREIGN AGRICULTURE SERVICE OF THE U S D A

4b

(Code) (Expenses \$ 8,187,593 including grants of \$ 8,187,593) (Revenue \$ 9,095,912)

BRANDED MARKET DEVELOPMENT PROGRAM ADMINISTRATION FOR MEMBER STATE DEPARTMENTS OF AGRICULTURE, THE FOREIGN AGRICULTURAL SERVICE OF THE U S D A AND WESTERN FOOD COMPANIES

4c

(Code) (Expenses \$ 853,331 including grants of \$ 344,593) (Revenue \$ 853,331)

TRADE SHOW ORGANIZATION

4d

Other program services (Describe in Schedule O) See also Additional Data for Description

(Expenses \$ including grants of \$) (Revenue \$)

4e

Total program service expenses

\$ 11,761,564

Form 990 (2010)

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1	No
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instruction)?	2	No
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	No
6 Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I 	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II 	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 	8	No
9 Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV 	9	No
10 Did the organization, directly or through a related organization, hold assets in term, permanent, or quasi-endowments? If "Yes," complete Schedule D, Part V 	10	No
11 If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI. 	11a	Yes
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII. 	11b	No
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII. 	11c	No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX. 	11d	No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X. 	11e	No
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X. 	11f	No
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII 	12a	Yes
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional 	12b	No
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	No
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, and program service activities outside the United States? If "Yes," complete Schedule F, Parts I and IV 	14b	Yes
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the U S ? If "Yes," complete Schedule F, Parts II and IV 	15	Yes
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the U S ? If "Yes," complete Schedule F, Parts III and IV 	16	No
17 Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17	No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	No
20a Did the organization operate one or more hospitals? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. Some Form 990 filers that operate one or more hospitals must attach audited financial statements (see instructions)	20b	

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21	Yes	
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22		No
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23		No
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b–24d and complete Schedule K. If "No," go to line 25</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>	34		No
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)?	35		No
a	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> ☐ Yes ☒ No			
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V

Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response to any question in this Part V

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements filed for the calendar year ending with or within the year covered by this return.		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	Yes	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		No
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		No
b	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
7	Organizations that may receive deductible contributions under section 170(c).		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
d	If "Yes," indicate the number of Forms 8282 filed during the year.		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the organization make any taxable distributions under section 4966?		
b	Did the organization make a distribution to a donor, donor advisor, or related person?		
10	Section 501(c)(7) organizations. Enter:		
a	Initiation fees and capital contributions included on Part VIII, line 12.		
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.		
11	Section 501(c)(12) organizations. Enter:		
a	Gross income from members or shareholders.		
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).		
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.		
c	Enter the amount of reserves on hand.		
14a	Did the organization receive any payments for indoor tanning services during the tax year?		No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.		

Part VI

Governance, Management, and Disclosure For each “Yes” response to lines 2 through 7b below, and for a “No” response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.
Check if Schedule O contains a response to any question in this Part VI ☒

Section A. Governing Body and Management			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a 13		
b	Enter the number of voting members included in line 1a, above, who are independent	1b 13		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a significant diversion of the organization’s assets?	5		No
6	Does the organization have members or stockholders?	6		No
7a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?	7a		No
b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	7b		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization’s mailing address? If “Yes,” provide the names and addresses in Schedule O	9		No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)			Yes	No
10a	Does the organization have local chapters, branches, or affiliates?	10a		No
b	If “Yes,” does the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with those of the organization?	10b		
11a	Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990			
12a	Does the organization have a written conflict of interest policy? <i>If “No,” go to line 13</i>	12a	Yes	
b	Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Does the organization regularly and consistently monitor and enforce compliance with the policy? If “Yes,” describe in Schedule O how this is done	12c	Yes	
13	Does the organization have a written whistleblower policy?	13	Yes	
14	Does the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization’s CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b	Yes	
	If “Yes” to line 15a or 15b, describe the process in Schedule O (See instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If “Yes,” has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization’s exempt status with respect to such arrangements?	16b		

Section C. Disclosure	
17	List the States with which a copy of this Form 990 is required to be filed CA
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c) (3)s only) available for public inspection. Indicate how you make these available. Check all that apply. ☐ Own website ☐ Another's website ☒ Upon request
19	Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of interest policy, and financial statements available to the public. See Additional Data Table.
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶ ANDY ANDERSON 4601 NE 77TH AVE 240 VANCOUVER, WA 98662 (360) 693-3373

Part VII

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

Check if Schedule O contains a response to any question in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

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

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) FRANCI A HAVEMEISTER PRESIDENT		X		X				0	0	0
(2) CELIA R GOULD VICE PRESIDENT		X		X				0	0	0
(3) JOHN R STULP TREASURER		X		X				0	0	0
(4) DONALD BUTLER DIRECTOR		X						0	0	0
(5) KAREN ROSS DIRECTOR		X						0	0	0
(6) RUSSELL KOKUBUN DIRECTOR		X						0	0	0
(7) RON DE YONG DIRECTOR		X						0	0	0
(8) ANTHONY LESPERANCE DIRECTOR		X						0	0	0
(9) TOM BAGWELL DIRECTOR		X						0	0	0
(10) KATY COBA DIRECTOR		X						0	0	0
(11) LEONARD BLACKHAM DIRECTOR		X						0	0	0
(12) DAN NEWHOUSE DIRECTOR		X						0	0	0
(13) JASON FEARNEYHOUGH DIRECTOR		X						0	0	0
(14) ANDY ANDERSON EXEC DIRECTOR	40 00			X				102,951	0	29,727
(15) BRENDIA BAXTER ACCOUNTANT	40 00			X				43,313	0	10,505

Part VII

1b	Sub-Total			
c	Total from continuation sheets to Part VII, Section A			
d	Total (add lines 1b and 1c)	146,264	0	40,232

2 Total number of individuals (including but not limited to those listed in Item 1) who received or accrued more than \$100,000 in reportable compensation from the organization. 1

		Yes	No
3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3	No
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4	No
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>	5	No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 in compensation from the organization ►0

Part VIII

Statement of Revenue

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a Federated campaigns 1a				
	b Membership dues 1b				
	c Fundraising events 1c				
	d Related organizations 1d				
	e Government grants (contributions) 1e				
	f All other contributions, gifts, grants, and similar amounts not included above 1f				
	g Noncash contributions included in lines 1a-1f \$				
	h Total. Add lines 1a-1f				
	Program Service Revenue		Business Code		
2a FEES & CONTRACTS FROM		561000	11,785,207	11,785,207	
b INDUSTRY ACTIVITY REV		561000	905,919	905,919	
c APPLICATION FEES & DUE		561000	52,423	52,423	
d TRADE SHOW REVENUE		561000	2,400	2,400	
e					
f All other program service revenue					
g Total. Add lines 2a-2f			12,745,949		
Other Revenue		3 Investment income (including dividends, interest and other similar amounts)		247,230	
	4 Income from investment of tax-exempt bond proceeds . .				
	5 Royalties				
	6a Gross Rents	(i) Real	(ii) Personal		
	b Less rental expenses				
	c Rental income or (loss)				
	d Net rental income or (loss)				
	7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other		
	b Less cost or other basis and sales expenses				
	c Gain or (loss)				
	d Net gain or (loss)				
	8a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18	a			
	b Less direct expenses b				
	c Net income or (loss) from fundraising events . .				
	9a Gross income from gaming activities See Part IV, line 19 . a				
	b Less direct expenses b				
	c Net income or (loss) from gaming activities . .				
	10a Gross sales of inventory, less returns and allowances	a			
	b Less cost of goods sold b				
	c Net income or (loss) from sales of inventory . .				
	Miscellaneous Revenue	Business Code			
	11a				
	b				
c					
d All other revenue					
e Total. Add lines 11a-11d					
12 Total revenue. See Instructions		12,993,179	12,745,949	0	247,230

Part IX

Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the U S See Part IV, line 21	6,005,865			
2	Grants and other assistance to individuals in the U S See Part IV, line 22				
3	Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16	4,140,920			
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	186,496			
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	471,041			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	35,129			
9	Other employee benefits	52,788			
10	Payroll taxes	70,068			
a	Fees for services (non-employees)				
	Management				
b	Legal				
c	Accounting	36,115			
d	Lobbying				
e	Professional fundraising services See Part IV, line 17				
f	Investment management fees				
g	Other	77,795			
12	Advertising and promotion	100			
13	Office expenses	115,132			
14	Information technology				
15	Royalties				
16	Occupancy	112,935			
17	Travel	99,849			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings				
20	Interest				
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	17,124			
23	Insurance				
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	INDUSTRY ACTIVITY EXPEN	1,064,780			
b	DUES	25,750			
c	MISCELLANEOUS	19,536			
d					
e					
f	All other expenses				
25	Total functional expenses. Add lines 1 through 24f	12,531,423			
26	Joint costs. Check here ☐ if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X

Balance Sheet

					(A)		(B)
					Beginning of year		End of year
Assets	1	Cash—non-interest-bearing			40,643	1	56,588
	2	Savings and temporary cash investments			214,112	2	320,088
	3	Pledges and grants receivable, net				3	
	4	Accounts receivable, net			5,826,650	4	5,737,730
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees <i>Complete Part II of Schedule L</i>				5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers, and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) <i>Schedule L</i>				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use				8	
	9	Prepaid expenses and deferred charges			561,270	9	395,281
	10a	Land, buildings, and equipment <i>cost or other basis Complete Part VI of Schedule D</i>	10a	123,696			
	b	Less accumulated depreciation	10b	107,182	30,891	10c	16,514
	11	Investments—publicly traded securities			1,621,854	11	1,770,291
	12	Investments—other securities <i>See Part IV, line 11</i>				12	
	13	Investments—program-related <i>See Part IV, line 11</i>				13	
	14	Intangible assets				14	
	15	Other assets <i>See Part IV, line 11</i>				15	
	16	Total assets. Add lines 1 through 15 (must equal line 34)			8,295,420	16	8,296,492
Liabilities	17	Accounts payable and accrued expenses			5,907,397	17	5,366,182
	18	Grants payable				18	
	19	Deferred revenue			605,792	19	686,323
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability <i>Complete Part IV of Schedule D</i>				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons <i>Complete Part II of Schedule L</i>				22	
	23	Secured mortgages and notes payable to unrelated third parties				23	
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities <i>Complete Part X of Schedule D</i>				25	
	26	Total liabilities. Add lines 17 through 25			6,513,189	26	6,052,505
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here ☒ and complete lines 27 through 29, and lines 33 and 34.						
	27	Unrestricted net assets			1,782,231	27	2,243,987
	28	Temporarily restricted net assets				28	
	29	Permanently restricted net assets				29	
	Organizations that do not follow SFAS 117, check here ☐ and complete lines 30 through 34.						
	30	Capital stock or trust principal, or current funds				30	
	31	Paid-in or capital surplus, or land, building or equipment fund				31	
	32	Retained earnings, endowment, accumulated income, or other funds				32	
	33	Total net assets or fund balances			1,782,231	33	2,243,987
	34	Total liabilities and net assets/fund balances			8,295,420	34	8,296,492

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	12,993,179
2	Total expenses (must equal Part IX, column (A), line 25)	2	12,531,423
3	Revenue less expenses Subtract line 2 from line 1	3	461,756
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	1,782,231
5	Other changes in net assets or fund balances (explain in Schedule O)	5	
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	2,243,987

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 ☐ Cash ☒ Accrual ☐ Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
b	Were the organization's financial statements audited by an independent accountant?	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separated basis		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	Yes	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	Yes	

Additional Data

Software ID:
Software Version:
EIN: 94-2688448
Name: WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services			
(Code	) (Expenses \$	including grants of \$	) (Revenue \$
MARKETING PLAN DEVELOPMENT, EDUCATIONAL SEMINARS AND REFERRAL OF TRADE LEADS			

SCHEDULE D

(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ **Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11, or 12.**
▶ **Attach to Form 990. ▶ See separate instructions.**

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Employer identification number

94-2688448

Part I

Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes☐ No	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes☐ No	

Part II

Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or pleasure)☐ Preservation of an historically importantly land area
☐ Protection of natural habitat☐ Preservation of a certified historic structure
☐ Preservation of open space

2

Complete lines 2a–2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ▶_____

4

Number of states where property subject to conservation easement is located ▶_____

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ▶_____

7

Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶\$ _____

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)?

☐ Yes☐ No

9

In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1▶\$ _____

(ii) Assets included in Form 990, Part X▶\$ _____

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a

Revenues included in Form 990, Part VIII, line 1▶\$ _____

b

Assets included in Form 990, Part X▶\$ _____

For Privacy Act and Paperwork Reduction Act Notice, see the Intructions for Form 990

Cat No 52283D

Schedule D (Form 990) 2010

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3

Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV

Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

1b

If "Yes," explain the arrangement in Part XIV and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes

☐ No

2b

If "Yes," explain the arrangement in Part XIV

Part V

Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a)Current Year	(b)Prior Year	(c)Two Years Back	(d)Three Years Back	(e)Four Years Back
1a Beginning of year balance					
1b Contributions					
1c Investment earnings or losses					
1d Grants or scholarships					
1e Other expenditures for facilities and programs					
1f Administrative expenses					
1g End of year balance					

2

Provide the estimated percentage of the year end balance held as

a

Board designated or quasi-endowment ▶

b

Permanent endowment ▶

c

Term endowment ▶

3a

Are there endowment funds not in the possession of the organization that are held and administered for the organization by

(i) unrelated organizations

3a(i)

Yes

No

(ii) related organizations

3a(ii)

Yes

No

b

If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?

3b

Yes

No

4

Describe in Part XIV the intended uses of the organization's endowment funds

Part VI

Investments—Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of investment	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
1b Buildings				
1c Leasehold improvements				
1d Equipment	123,696		107,182	16,514
1e Other				
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) ▶				16,514

Schedule D (Form 990) 2010

Part XI

Reconciliation of Change in Net Assets from Form 990 to Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	12,993,179
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	12,531,423
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	461,756
4	Net unrealized gains (losses) on investments	4	
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	
9	Total adjustments (net) Add lines 4 - 8	9	0
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	461,756

Part XII

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements	1	12,993,179
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV)	2d	
e	Add lines 2a through 2d	2e	0
3	Subtract line 2e from line 1	3	12,993,179
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	
c	Add lines 4a and 4b	4c	0
5	Total Revenue Add lines 3 and 4c. (This should equal Form 990, Part I, line 12)	5	12,993,179

Part XIII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	12,531,423
2	Amounts included on line 1 but not on Form 990, Part IX, line 25		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV)	2d	
e	Add lines 2a through 2d	2e	0
3	Subtract line 2e from line 1	3	12,531,423
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	
c	Add lines 4a and 4b	4c	0
5	Total expenses Add lines 3 and 4c. (This should equal Form 990, Part I, line 18)	5	12,531,423

Part XIV

Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

Identifier	Return Reference	Explanation
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[illegible]**Schedule F (Form 990) 2010**

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 16.
Use Part V if additional space is needed.

[illegible]

Part IV Foreign Forms

- 1

Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926 (see instructions for Form 926)*

☐ Yes☒ No
- 2

Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to file Form 3520 and/or Form 3520-A. (see instructions for Forms 3520 and 3520-A)*

☐ Yes☒ No
- 3

Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see instructions for Form 5471)*

☐ Yes☒ No
- 4

Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see instructions for Form 8621)*

☐ Yes☒ No
- 5

Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see instructions for Form 8865)*

☐ Yes☒ No
- 6

Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to file Form 5713, International Boycott Report (see instructions for Form 5713).*

☐ Yes☒ No

Complete this part to provide the information (see instructions) required in Part I, line 2, and any additional information.

Schedule F (Form 990) 2010

Additional Data

Software ID:

Software Version:

EIN: 94-2688448

Name: WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Form 990 Schedule F Part II - Grants or Entities Outside The United States

(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING OF PRODUCT	29,370	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING OF PRODUCT	10,205	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING OF PRODUCT	68,568	WIRE TRANSFER OR CHECK	0		
		SOUTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	12,710	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,260	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	36,584	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,260	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	18,915	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,938	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	4,150	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	5,469	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	12,412	WIRE TRANSFER OR CHECK	0		
		SUB-SAHARAN AFRICA	ASSIST WITH PROMOTING PRODUCTS	9,315	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	151,142	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	21,336	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	12,173	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	12,920	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	3,554	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	76,924	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	20,292	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	24,107	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	15,743	WIRE TRANSFER OR CHECK	0		
		SOUTH ASIA	ASSIST WITH PROMOTING PRODUCTS	50,910	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	51,800	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	35,460	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	8,353	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	270,000	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	7,081	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	14,400	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	9,793	WIRE TRANSFER OR CHECK	0		

(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	19,310	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	58,917	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	116,372	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	85,092	WIRE TRANSFER OR CHECK	0		
		SOUTH ASIA	ASSIST WITH PROMOTING PRODUCTS	19,959	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	93,564	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	214,065	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	65,850	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	61,506	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	9,158	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	19,534	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	23,873	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	13,048	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	15,000	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	30,000	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	12,000	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,453	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	8,558	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	32,351	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	6,177	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	9,146	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	9,476	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	245,298	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	35,772	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	15,650	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	27,035	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	269,555	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	64,311	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	300,000	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	6,087	WIRE TRANSFER OR CHECK	0		

(a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	54,910	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	126,273	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,802	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,379	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,279	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	63,653	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	15,000	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	8,377	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	26,300	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	42,157	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	18,210	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	5,866	WIRE TRANSFER OR CHECK	0		
		CENTRAL AMERICAN AND THE CARIBBEAN	ASSIST WITH PROMOTING PRODUCTS	70,862	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	6,267	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	26,978	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	113,071	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	7,619	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	18,984	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	9,091	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	140,005	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	214,908	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	27,800	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	16,999	WIRE TRANSFER OR CHECK	0		
		SUB-SAHARAN AFRICA	ASSIST WITH PROMOTING PRODUCTS	12,683	WIRE TRANSFER OR CHECK	0		
		CENTRAL AMERICAN AND THE CARIBBEAN	ASSIST WITH PROMOTING PRODUCTS	13,150	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	46,185	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	40,913	WIRE TRANSFER OR CHECK	0		
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	11,546	WIRE TRANSFER OR CHECK	0		
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WITH PROMOTING PRODUCTS	30,559	WIRE TRANSFER OR CHECK	0		
		EAST ASIA AND THE PACIFIC	ASSIST WITH PROMOTING PRODUCTS	10,000	WIRE TRANSFER OR CHECK	0		

(a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA	ASSIST WITH PROMOTING PRODUCTS	20,188	WIRE TRANSFER OR CHECK	0		
		NORTH AMERICA	ASSIST WITH PROMOTING PRODUCTS	16,645	WIRE TRANSFER OR CHECK	0		

Schedule I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations,
Governments and Individuals in the United States

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Employer identification number
94-2688448

Part I

General Information on Grants and Assistance

- 1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

☒ Yes ☐ No
- 2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II

Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Part II can be duplicated if additional space is needed. ▶ ☐

1 (a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
See Additional Data Table							

2

Enter total number of section 501(c)(3) and government organizations

▶

3

Enter total number of other organizations

▶

Part III

Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.
Use Schedule I-1 (Form 990) if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance

Part IV

Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information.

Identifier	Return Reference	Explanation
PROCEDURE FOR MONITORING GRANTS IN THE U S	PART I, LINE 2	SCHEDULE I, PART I, LINE 2 INVOICES WITH BACKUP ARE SUBMITTED TO WUSATA FOR APPROVAL AND PAYMENT THEN AUDITED BY WUSATA AND THE USDA

Software ID:

Software Version:

EIN: 94-2688448

Name: WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV , appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
34 DEGREES3457 RINGSBY COURT SUITE 328 DENVER,CO 80216	35-2211167		14,073	0			ASSIST WITH PROMOTING PRODUCTSASSIST WITH PROMOTING PRODUCTS
479 POPCORN3450 SACRAMENTO ST 101 SAN FRANCISCO,CA 94118	20-8407474		18,504	0			ASSIST WITH PROMOTING PRODUCTS ASSIST WITH PROMOTING PRODUCTS
A AND S WINE MERCHANTS 20287 PASEO DEL PRADO WALNUT,CA 91789	27-0422555		7,044	0			ASSIST WITH PROMOTING PRODUCTS
ADVANCED SOLUTIONS INT'LPO BOX 62458 BALTIMORE,MD 212642458	74-2613824		18,108	0			ASSIST WITH PROMOTING PRODUCTS
ALFALFA KINGHC 72 BOX 8698 HWY 264 DYER,NV 89010	94-3389305		17,672	0			ASSIST WITH PROMOTING PRODUCTS
ALOHA MEDICINALS INC 2300 ARROWHEAD DRIVE CARSON CITY,NV 89706	99-0347892		10,922	0			ASSIST WITH PROMOTING PRODUCTS
AMAZING GRASS106 CERVANTES BLVD SAN FRANCISCO,CA 94123	22-3880354		7,712	0			ASSIST WITH PROMOTING PRODUCTS
APPLEWOOD SEED COMPANY5380 VIVIAN STREET ARVADA,CO 80002	84-0671900		8,872	0			ASSIST WITH PROMOTING PRODUCTS
ARROWAC FISHERIES INC 4039 21ST AVENUE W 200 SEATTLE,WA 98199	91-1032340		7,878	0			ASSIST WITH PROMOTING PRODUCTS
ASCENTIA WINE ESTATES LLC349 HEALDSBURG AVE 2ND HEALDSBURG,CA 95448	26-2561243		7,489	0			ASSIST WITH PROMOTING PRODUCTS
ASHLIN WAWASHINGTON 3205 AUTUNM CHASE CIRCLE STOCKTON,CA 95219			11,998	0			ASSIST WITH PROMOTING PRODUCTS
ASIA GLOBAL NETWORK INCPO BOX 8457 HONOLULU,HI 96830	26-4059840		17,406	0			ASSIST WITH PROMOTING PRODUCTS

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

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ATHENA MARKETING1411 4TH AVE 629 SEATTLE,WA 98101			60,155	0			ASSIST WITH PROMOTING PRODUCTS
BARD VALLEY MEDJOOL DATE GROWERS ASSOCIATION BARD,CA 922220330	33-0250345		61,483	0			ASSIST WITH PROMOTING PRODUCTS
BEFORE AND AFTER CANDY LLC29949 EASTVALE CT AGOURA HILLS,CA 91301	56-2349001		102,126	0			ASSIST WITH PROMOTING PRODUCTS
BIG TREE ORGANIC FARMS PO BOX 736 TURLOCK,CA 95381	91-1921843		13,172	0			ASSIST WITH PROMOTING PRODUCTS
BOB'S RED MILL NATURAL FOODS13521 SE PHEASANT CT MILWAUKIE,OR 97222	93-1014460		24,276	0			ASSIST WITH PROMOTING PRODUCTS
BRITISH WHOLESALE IMPORTS5711 CORSA AVE WESTLAKE VILLAGE,CA 91362	95-4438391		26,762	0			ASSIST WITH PROMOTING PRODUCTS
BRYANT CHRISTIE INC500 UNION ST 701 SEATTLE,WA 98101	91-1602977		265,000	0			ASSIST WITH PROMOTING PRODUCTS
BUBBIES HOMEMADE ICE CREAM99-1267 WAIUA PL UNIT B AIEA,HI 967013277	99-0235623		21,400	0			ASSIST WITH PROMOTING PRODUCTS
BUSTYOURCARBCOM634 N POPLAR N ORANGE,CA 92868	26-4129524		38,300	0			ASSIST WITH PROMOTING PRODUCTS
CA 88 WINES124 E OLYMPIC 308 LOS ANGELES,CA 90015	94-3469387		43,496	0			ASSIST WITH PROMOTING PRODUCTS
CAL-MARK BEVERAGE CO 440 CORTE SUR 200 NOVATO,CA 94949	27-0002399		11,833	0			ASSIST WITH PROMOTING PRODUCTS
CAL RANCH INC2628 CONCORD BLVD CONCORD,CA 94519	68-0414848		166,699	0			ASSIST WITH PROMOTING PRODUCTS

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CALIFORNIA FOOD PACKAGING635 NORTH ECKHOFF A ORANGE,CA 92868	26-3691185		44,586	0			ASSIST WITH PROMOTING PRODUCTS
CALIFORNIA OLIVE RANCH2675 LONE TREE RD OROVILLE,CA 95965	91-1931017		38,619	0			ASSIST WITH PROMOTING PRODUCTS
CANIDAE PET FOODS376 CENTER ST 129 CHULA VISTA,CA 91910	77-0448323		20,563	0			ASSIST WITH PROMOTING PRODUCTS
CANINE CAVIAR PET FOODS INC4131 TIGRIS WAY RIVERSIDE,CA 92503	33-0815429		26,827	0			ASSIST WITH PROMOTING PRODUCTS
CASSIDY WOODARD33004 HWY 24 CALHAN,CO 80808			8,244	0			ASSIST WITH PROMOTING PRODUCTS
CERES SEEDS INCPO BOX 123 RUPERT,ID 83350	82-0423350		21,623	0			ASSIST WITH PROMOTING PRODUCTS
CLOUD STAR CORPORATIONPO BOX 14437 SAN LUIS OBISPO,CA 93406	77-0584827		6,769	0			ASSIST WITH PROMOTING PRODUCTS
COLORADO DEPT OF700 KIPLING STREET LAKEWOOD,CO 802155894	98-1505100		11,928	0			ASSIST WITH PROMOTING PRODUCTS
COLUMBIA MARKETING INTERN'LPO BOX 3361 WENATCHEE,WA 98807	91-1452007		114,648	0			ASSIST WITH PROMOTING PRODUCTS
COMMERCIAL CREAMERY CO159 S CEDAR STREET SPOKANE,WA 99204	91-0184450		19,980	0			ASSIST WITH PROMOTING PRODUCTS
CONIFER SPECIALTIES INC15500 WOODINVILLE REDMOND RD-C400 WOODINVILLE,WA 98072	91-0985930		11,566	0			ASSIST WITH PROMOTING PRODUCTS
CORAL LLC38 DIAMONDBACK WAY CARSON CITY,NV 89706	11-3738062		17,644	0			ASSIST WITH PROMOTING PRODUCTS

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CORE BOTANICALPO BOX 117 TERREBONNE,OR 97760	93-1152144		9,366	0			ASSIST WITH PROMOTING PRODUCTS
COTTON COUNCIL1521 NEW HAMPSHIRE AVE WASHINGTON,DC 20036	62-6046706		12,000	0			ASSIST WITH PROMOTING PRODUCTS
CROPSOURCE INTERNATIONAL1655 N MAIN STREET STE 200 WALNUT CREEK,CA 94596	94-3407699		300,000	0			ASSIST WITH PROMOTING PRODUCTS
DAINICHI FISH FOOD580 N BERRY STREET BREA,CA 92821	04-3294847		20,148	0			ASSIST WITH PROMOTING PRODUCTS
DAVE'S GOURMET INC 2000 MCKINNON AVE BLDG SAN FRANCISCO,CA 94124	54-1664344		5,248	0			ASSIST WITH PROMOTING PRODUCTS
DESERT WHALE JOJOBA CO INCPO BOX 41594 TUCSON,AZ 857196931	86-0409878		26,713	0			ASSIST WITH PROMOTING PRODUCTS
DR SMOOTHIE BRANDS 1730 RAYMER AVE FULLERTON,CA 92833	83-0470796		17,460	0			ASSIST WITH PROMOTING PRODUCTS
DUNDEE FRUIT COMPANY PO BOX 445 DUNDEE,OR 97115	93-1165943		16,059	0			ASSIST WITH PROMOTING PRODUCTS
ERKER GRAIN COMPANY 113 ENSIGN STREET FORT MORGAN,CO 80701	84-0709079		6,394	0			ASSIST WITH PROMOTING PRODUCTS
ERKER TRADING16436 MCR 185 FORT MORGAN,CO 80701			9,826	0			ASSIST WITH PROMOTING PRODUCTS
EXCEL TRADE LLC2411 W HALLADAY STREET SEATTLE,WA 98199	20-5064817		14,529	0			ASSIST WITH PROMOTING PRODUCTS
FAIRMONT INTERNATIONAL957 AZALEA DRIVE SUNNYVALE,CA 94086	20-1152810		54,123	0			ASSIST WITH PROMOTING PRODUCTS

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

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FISHER NUT COMPANY 1233 PASEO VERDE DRIVE MERCED,CA 95348	77-0312998		22,856	0			ASSIST WITH PROMOTING PRODUCTS
FLEISHMAN HILLARD INC PO BOX 598 ST LOUIS,MO 631880598	43-1791685		34,545	0			ASSIST WITH PROMOTING PRODUCTS
FRENCH GOURMET INC500 KUWILI STREET HONOLULU,HI 96817	99-0256594		61,176	0			ASSIST WITH PROMOTING PRODUCTS
GLOBAL MERCHANDISING CORPPO BOX 410506 SAN FRANCISCO,CA 941410506	94-1384854		11,096	0			ASSIST WITH PROMOTING PRODUCTS
GLOBAL NUT CO425 S PINE STREET 6 MADERA,CA 93637	22-3815788		16,205	0			ASSIST WITH PROMOTING PRODUCTS
GOLD COAST INGREDIENTS INC2429 YATES AVENUE COMMERCE,CA 900401917	95-4015325		32,498	0			ASSIST WITH PROMOTING PRODUCTS
GOLDEN GATE NUT CO 1233 PASEO VERDE DRIVE MERCED,CA 95348	26-3135340		25,021	0			ASSIST WITH PROMOTING PRODUCTS
GOLDEN NEST INC118 E SAINT JOSEPH STREET ARCADIA,CA 91006	51-0498372		28,413	0			ASSIST WITH PROMOTING PRODUCTS
GOLDEN TEMPLE OF OREGON2545 PRAIRIE RD A EUGENE,OR 97402	26-0820665		9,245	0			ASSIST WITH PROMOTING PRODUCTS
GREYSTAR PRODUCTS INC PO BOX 3907 TUSTIN,CA 92781	33-0886241		26,320	0			ASSIST WITH PROMOTING PRODUCTS
GROWER DIRECT NUT COMPANY2288 GEER RD HUGHSON,CA 95326	20-1390940		15,706	0			ASSIST WITH PROMOTING PRODUCTS
HAMMONDS CANDIES5735 N WASHINGTON ST DENVER,CO 80216	20-8307380		26,252	0			ASSIST WITH PROMOTING PRODUCTS

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

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HANNAH KULLBERG2721 SW STANHOPE CT PORTLAND,OR 97201			7,410	0			ASSIST WITH PROMOTING PRODUCTS
HILLTOP RANCH INC13890 LOONEY ROAD BALLICO,CA 95303	77-0529522		29,357	0			ASSIST WITH PROMOTING PRODUCTS
HINT INC2124 UNION ST D SAN FRANCISCO,CA 94123	04-3806328		10,837	0			ASSIST WITH PROMOTING PRODUCTS
HONEY RIDGE FARMS 12310 NE 245TH AVE BRUSH PRAIRIE,WA 98606			9,393	0			ASSIST WITH PROMOTING PRODUCTS
HUGHSON NUT INC1233 PASEO VERDE DRIVE MERCED,CA 95348	77-0077602		49,752	0			ASSIST WITH PROMOTING PRODCUTS
IDAHO STATE DEPT OF AG 2270 PENITENTIARY ROAD BOISE,ID 83712	82-6000952		40,902	0			ASSIST WITH PROMOTING PRODUCTS
INNOVATIVE BEVERAGE CONCEPTS9600 RESEARCH DR IRVINE,CA 92618	33-0792633		15,687	0			ASSIST WITH PROMOTING PRODUCTS
INT'L FLORA TECHNOLOGIES LTD291 E EL PRADO CT CHANDLER,ID 85225	13-3035634		19,102	0			ASSIST WITH PROMOTING PRODUCTS
JAKE S KLOSSNER12532 W ARDYCE DRIVE BOISE,ID 83713			5,965	0			ASSIST WITH PROMOTING PRODUCTS
JOSE MARTIN MARTINEZ 2434 N FARRAGUT STREET PORTLAND,OR 97217			5,172	0			ASSIST WITH PROMOTING PRODUCTS
JUSTIN'S NUT BUTTER409 SPRUCE STREET BOULDER,CO 80301	02-0618600		11,247	0			ASSIST WITH PROMOTING PRODUCTS
KOSTAS INTERNATIONAL 1631 W 135TH STREET GARDENA,CA 902495912	72-1583073		26,852	0			ASSIST WITH PROMOTING PRODUCTS

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

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LA BELLE INC4040 BAKERVIEW SPUR BELLINGHAM,WA 98226	68-0136586		16,375	0			ASSIST WITH PROMOTING PRODUCTS
LA PANZANELLA LLC18475 OLYMPIC AVE S TUKWILA,WA 98188	09-0109274		62,682	0			ASSIST WITH PROMOTING PRODUCTS
LEVOC INC1290 WHEATLAND STREET CHULA VISTA,CA 91913	33-0832968		32,615	0			ASSIST WITH PROMOTING PRODUCTS
LOS CHILEROS401 2ND STREET SW ALBUQUERQUE,CA 87102	85-0475770		25,584	0			ASSIST WITH PROMOTING PRODUCTS
LOS KITOS PRODUCE LLC 7444 E CHAPMAN AVE B ORANGE,CA 92869	26-7097958		6,264	0			ASSIST WITH PROMOTING PRODUCTS
LOWDEN SCHOOLHOUSE PO BOX 111 LOWDEN,WA 99360	91-1040873		5,163	0			ASSIST WITH PROMOTING PRODUCTS
LYNN FINLEY9002 NW LAKESHORE AVE VANCOUVER,WA 98665			7,048	0			ASSIST WITH PROMOTING PRODUCTS
MAG W LLC73 FAIRLAND RD LAGUNA NIGUEL,CA 92677	20-5189734		230,857	0			ASSIST WITH PROMOTING PRODUCTS
MARIANI NUT COMPANY PO BOX 808 WINTERS,CA 95694	94-2775825		67,905	0			ASSIST WITH PROMOTING PRODUCTS
MARIANI PACKING COMPANY500 CROCKER DRIVE VACAVILLE,CA 95688	94-2830833		21,090	0			ASSIST WITH PROMOTING PRODUCTS
MARUKOME USA INC17132 PULLMAN STREET IRVINE,CA 92614	20-0638389		19,838	0			ASSIST WITH PROMOTING PRODUCTS
MARY'S GONE CRACKERS PO BOX 965 GRIDLEY,CA 95948	26-0867394		53,813	0			ASSIST WITH PROMOTING PRODUCTS

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

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MATTHEW O FUKUMOTO 1430 KALAEPOHAKU ST HONOLULU, HI 96816			10,555	0			ASSIST WITH PROMOTING PRODUCTS
MAX INTER AMERICAS INC 6338 HUNTINGTON DRIVE CARLSBAD, CA 92009	74-3112656		64,479	0			ASSIST WITH PROMOTING PRODUCTS
MAYFLOWER PARK HOTEL 405 OLIVE WAY SEATTLE, WA 98101	91-0869457		46,137	0			ASSIST WITH PROMOTING PRODUCTS
MOAB SUPERFRUITS LLC 5406 W 11000 N 103-123 HIGHLAND, UT 84003	26-3981803		6,245	0			ASSIST WITH PROMOTING PRODUCTS
MONT BLANC GOURMET 2925 E COLFAX AVE DENVER, CO 80206	84-1009758		8,158	0			ASSIST WITH PROMOTING PRODUCTS
MORLEE COURT 03 LLC 3815 SE ANKENY STREET PORTLAND, OR 97214			7,212	0			ASSIST WITH PROMOTING PRODUCTS
NAMASTE FOODS LLC PO BOX 3133 COEUR D ALENE, ID 83816	82-0519749		22,273	0			ASSIST WITH PROMOTING PRODUCTS
NAPA VALLEY TRADING CO 18124 WEDGE PKWY 102 RENO, NV 89511	20-1427318		146,955	0			ASSIST WITH PROMOTING PRODUCTS
NATREN INC3105 WILLOW LANE WESTLAKE, CA 91316	95-3851052		19,150	0			ASSIST WITH PROMOTING PRODUCTS
NATURAL PLANT PRODUCTSPO BOX 4306 SALEM, OR 97230	93-1229443		9,510	0			ASSIST WITH PROMOTING PRODUCTS
NEVADA COMM ON ECON DEV808 W NYE LANE CARSON CITY, NV 89703	88-6000022		8,912	0			ASSIST WITH PROMOTING PRODUCTS
NICHOLS PISTACHIO 13762 FIRST AVENUE HANFORD, CA 93230	77-0265167		12,322	0			ASSIST WITH PROMOTING PRODUCTS

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

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NOH FOODS OF HAWAIIPO BOX 8392 HONOLULU,HI 96830	99-0110868		7,533	0			ASSIST WITH PROMOTING PRODUCTS
NORPAC FOODS INCPO BOX 1800 LAKE OSWEGO,OR 97035	93-0289330		6,868	0			ASSIST WITH PROMOTING PRODUCTS
NUTRADINE INC101 GRANT SCHOOL RD HEALDSBURG,CA 95448	26-0271872		7,577	0			ASSIST WITH PROMOTING PRODUCTS
NUTRIOM LLC3145 HOGUM BAY ROAD NE LACEY,WA 98516	36-3204114		34,818	0			ASSIST WITH PROMOTING PRODUCTS
OAK OVERSEAS112 CABARRUS AVE E CONCORD,WA 98801	20-3621392		101,310	0			ASSIST WITH PROMOTING PRODUCTS
OILS OF ALOHAPO BOX 685 WAIALUA,HI 96791	99-0219674		7,528	0			ASSIST WITH PROMOTING PRODUCTS
ONEONTA TRADING CO INCPO BOX 549 WENATCHEE,WA 98801	91-0348108		13,915	0			ASSIST WITH PROMOTING PRODUCTS
OOGIE SNACKS LLC1932 W 33RD AVE DENVER,CO 80211	20-3064857		25,293	0			ASSIST WITH PROMOTING PRODUCTS
OPINION DYNAMICS230 THIRD AVE 3 FLOOR WALTHAM,MA 02451	04-2984351		13,909	0			ASSIST WITH PROMOTING PRODUCTS
OREGON DEPT OF AGRICULTURE635 CAPITOL ST NE SALEM,OR 97304	93-6001759		17,207	0			ASSIST WITH PROMOTING PRODUCTS
OREGON FRUIT PRODUCTS PO BOX 5283 SALEM,OR 97304	93-0567686		34,720	0			ASSIST WITH PROMOTING PRODUCTS
OTIS MCALLISTER INC160 PINE STREET 350 SAN FRANCISCO,CA 94111	94-1525602		23,012	0			ASSIST WITH PROMOTING PRODUCTS

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PACIFIC VALLEY FOODS 2700 RICHARDS RD 101 BELLEVUE,WA 98005	91-0947444		37,282	0			ASSIST WITH PROMOTING PRODUCTS
PET APPEAL INC14340 SE INDUSTRIAL WAY CLACKAMAS,OR 97015	73-1659353		28,084	0			ASSIST WITH PROMOTING PRODUCTS
PHILIPPINE FOODTRADE CORP2626 S MALT AVE COMMERCE,CA 90040	95-3271716		12,086	0			ASSIST WITH PROMOTING PRODUCTS
PINETREE BH INC1234 COLDWATER CANYON BEVERLY HILLS,CA 90210	43-1984771		5,791	0			ASSIST WITH PROMOTING PRODUCTS
POPCHIPS INC550 MONTGOMERY STREET SAN FRANCISCO,CA 94111	22-3920260		143,573	0			ASSIST WITH PROMOTING PRODUCTS
POTANDON PRODUCE LLC 1210 PIER VIEW DRIVE IDAHO FALLS,ID 83402	41-1793051		16,973	0			ASSIST WITH PROMOTING PRODUCTS
PREMIUM SNACKS1030 COMMERCIAL AVE OXNARD,CA 93030	72-1030079		9,437	0			ASSIST WITH PROMOTING PRODUCTS
PRIMEX INTERNATIONAL 5777 W CENTURY BLVD LOS ANGELES,CA 90045	95-4238908		51,095	0			ASSIST WITH PROMOTING PRODUCTS
PRIVATE LABEL SELECTP O BOX 2678 RANCHOS DE TAOS,NM 87557	85-0479112		14,191	0			ASSIST WITH PROMOTING PRODUCTS
PROBAR LLCPO BOX 681832 PARK CITY,UT 84068	80-0073077		47,626	0			ASSIST WITH PROMOTING PRODUCTS
RW GARCIA COMPANY INC PO BOX 8290 SAN JOSE,CA 95112	77-0121675		11,257	0			ASSIST WITH PROMOTING PRODUCTS
REDWOOD TRADING GROUP945 FRONT ST NOVATO,CA 94945	26-1347324		21,767	0			ASSIST WITH PROMOTING PRODUCTS

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ROXI GROUP INC16580 WEDGE PKWY 300 RENO,NV 89511	88-6047887		7,520	0			ASSIST WITH PROMOTING PRODUCTS
SAHALE SNACKS INC3411 S 120TH PLACE 100 SEATTLE,WA 98168	20-3005337		121,094	0			ASSIST WITH PROMOTING PRODUCTS
SANTINI FOODS INC 16505 WORTHLEY DRIVE SAN LORENZO,CA 94580	76-0357522		44,201	0			ASSIST WITH PROMOTING PRODUCTS
SCHEIDEGGER TRADING CO351 CALIFORNIA ST 1400 SAN FRANCISCO,CA 94104	94-2733688		8,937	0			ASSIST WITH PROMOTING PRODUCTS
SEA FARE EXPOSITIONS INC2360 W COMMODORE WAY SEATTLE,WA 98199	91-1224431		45,360	0			ASSIST WITH PROMOTING PRODUCTS
SELECT HARVIEST USA 14827 W HARDING RD TURLOCK,CA 95380	26-3260625		48,046	0			ASSIST WITH PROMOTING PRODUCTS
SENSIBLE FOODS LLCPO BOX 7345 SANTA ROSE,CA 95407	52-2102798		47,018	0			ASSIST WITH PROMOTING PRODUCTS ASSIST WITH PROMOTING PRODUCTS ASSIST WITH PROMOTING PRODUCTS
SESTER FARMS INC33205 SE OXBOW DRIVE GRESHAM,OR 97080	93-0960920		23,760	0			ASSIST WITH PROMOTING PRODUCTS
SETTON PISTACHIO85 AUSTIN BLVD COMMACK,NY 11725	77-0407020		32,035	0			ASSIST WITH PROMOTING PRODUCTS
SIERRA NEVADA CHEESE CO6505 COUNTRY RD 39 WILLOWS,CA 95988	91-1770621		5,297	0			ASSIST WITH PROMOTING PRODUCTS
SMART BEVERAGE INC 2891 JAMACHA RD C EL CAJON,CA 92019	03-0588478		18,371	0			ASSIST WITH PROMOTING PRODUCTS
SMILE FOODS INCPO BOX 70 HERMISTON,OR 97838			7,809	0			ASSIST WITH PROMOTING PRODUCTS

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SNACK EXPORT INC7030 ALAMITOS AVE A SAN DIEGO,CA 92154	56-2415116		283,569	0			ASSIST WITH PROMOTING PRODUCTS
SNOPAC PRODUCT INC 6118 12TH AVE S SEATTLE,WA 98108	91-1199944		10,767	0			ASSIST WITH PROMOTING PRODUCTS
SOGDA LIMITED INC512 6 ST SOUTH 201 KIRKLAND,WA 98033	91-1749635		32,429	0			ASSIST WITH PROMOTING PRODUCTS
SPI WEST PORT INC377 SWIFT AVE SO SAN FRANCISCO,CA 94080	72-1600694		5,197	0			ASSIST WITH PROMOTING PRODUCTS ASSIST WITH PROMOTING PRODUCTS
SPICY NOTHINGS17925 CABELA DRIVE SAN DIEGO,CA 92127	26-1360224		9,875	0			ASSIST WITH PROMOTING PRODUCTS
SPRINGFIELD CREAMERY 29440 AIRPORT RD EUGENE,OR 97402	93-0616524		12,570	0			ASSIST WITH PROMOTING PRODUCTS
ST AMOUR INC2971 GRACE LANE B COSTA MESA,CA 92626	33-0892002		6,893	0			ASSIST WITH PROMOTING PRODUCTS
STAHLBUSH ISLAND FARMS3122 STAHLBUSH ISLAND CORVALLIS,OR 97333	93-1031739		6,636	0			ASSIST WITH PROMOTING PRODUCTS
STATE CENTER COMMUNITY1525 E WELDON FRESNO,CA 93704	94-1574802		8,009	0			ASSIST WITH PROMOTING PRODUCTS
STIEBS POMERGRANATE 11767 ROAD 27 1/2 MADERA,CA 93637	20-2958156		9,441	0			ASSIST WITH PROMOTING PRODUCTS
SUN GARDEN-GANGI CANNINGPO BOX 814 ATWATER,CA 95301	77-0489522		8,141	0			ASSIST WITH PROMOTING PRODUCTS
SUNLAND INCPO BOX 1059 PORTALES,NM 88130	85-0365109		10,931	0			ASSIST WITH PROMOTING PRODUCTS

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SUN-MAID GROWERS 13525 S BETHEL AVENUE KINGSBURG,CA 93631	94-0908760		111,931	10			ASSIST WITH PROMOTING PRODUCTS
SUNRIVER SALESPO BOX 2738 VISALIA,CA 93279	95-3633056		63,214	0			ASSIST WITH PROMOTING PRODUCTS
SUNSET HEALTH PRODUCTS INC13245 RIVERSIDE DRIVE 330 SHERMAN OAKS,CA 91423	95-4692133		17,379	0			ASSIST WITH PROMOTING PRODUCTS
TAYLOR BROTHER FARMS 182 WILKIE AVE YUBA CITY,CA 95991	94-2829769		29,801	0			ASSIST WITH PROMOTING PRODUCTS
THE HEATHMAN LODGE 7801 NE GREENWOOD DRIVE VANCOUVER,WA 98668	93-1172480		5,995	0			ASSIST WITH PROMOTING PRODUCTS
THE INVENTURE GROUP INC5415 E HIGH ST 350 PHOENIX,AZ 85054	86-8786101		31,564	0			ASSIST WITH PROMOTING PRODUCTS
TORN RANCH23B PIMENTEL CT NOVATO,CA 94949	68-0345774		10,402	0			ASSIST WITH PROMOTING PRODUCTS
TRACIE NOUNOU2650 NW 25TH CIRCLE CAMAS,WA 98607			10,020	0			ASSIST WITH PROMOTING PRODUCTS
TRIAD FISHERIES LTDPO BOX 2211 BOTHELL,WA 98041	77-0701571		12,199	0			ASSIST WITH PROMOTING PRODUCTS
VALLEY FIG GROWERS 2028 S THIRD STREET FRESNO,CA 93702	94-1450977		53,473	0			ASSIST WITH PROMOTING PRODUCTS
VALLEY FINE FOODS3909 PARK RD BENICIA,CA 94510	91-1848643		249,900	0			ASSIST WITH PROMOTING PRODUCTS
VIA DESIGN1801 NW UPSHUR ST STE 500 PORTLAND,OR 97209			255,806	0			ASSIST WITH PROMOTING PRODUCTS ASSIST WITH PROMOTING PRODUCTS

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VITAMEC USA INC14141 COVELLO ST 2A VAN NUYS,CA 91405	95-3931243		198,440	0			ASSIST WITH PROMOTING PRODUCTS
WASHINGTON DEPT OF AG 1111 WASHINGTON STREET OLYMPIA,WA 98504	91-6001062		57,363	0			ASSIST WITH PROMOTING PRODUCTS
WEST FORK CREATIONS INCPO BOX 562 RED LODGE,MT 59068	81-0464428		7,503	0			ASSIST WITH PROMOTING PRODUCTS
WESTERN EXPORT SERVICES140 E 19TH AVE STE 201 DENVER,CO 802031011	84-1163477		18,225	0			ASSIST WITH PROMOTING PRODUCTS
WILD PLANET FOODS1585 HEARTWOOD DR F MC KINLEYVILLE,CA 95695	92-0187174		14,118	0			ASSIST WITH PROMOTING PRODUCTS
WILD RICE EXCHANGE INC PO BOX 1247 WOODLAND,CA 95695	68-0095639		7,496	0			ASSIST WITH PROMOTING PRODUCTS
WILL-PAK FOODS INC3350 SHELBY ST 200 ONTARIO,CA 91764	95-4846078		14,988	0			ASSIST WITH PROMOTING PRODUCTS
WING-TIME INCPO BOX 775003 STEAMBOAT,CO 80477	68-0487121		14,424	0			ASSIST WITH PROMOTING PRODUCTS
YAAX INTERNATIONAL INC 3111 TIETON DRIVE 300 YAKIMA,WA 98902	91-1616890		5,804	0			ASSIST WITH PROMOTING PRODUCTS
YELLOWSTONE BEES INC 366 GALLATIN PRK DRIVE A BOZEMAN,MT 59715	20-5930228		5,890	0			ASSIST WITH PROMOTING PRODUCTS
ZAS INTERNATIONALPO BOX 1223 LAFAYETTE,CA 94549	68-0290856		33,768	0			ASSIST WITH PROMOTING PRODUCTS

SCHEDULE O

(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization WESTERN UNITED STATES AGRICULTURAL TRADE ASSOCIATION	Employer identification number 94-2688448
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Identifier	Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11		AN E-MAILED COPY IS SENT TO THE GOVERNING BOARD FOR REVIEW BEFORE IT IS FILED

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 12C	EACH YEAR THE ORGANIZATION E-MAILS TO ALL BOARD MEMBERS A COPY OF THE CONFLICT OF INTEREST POLICY AND REQUESTS CERTIFICATION OF COMPLIANCE WITH THE POLICY

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 15	THE PRESIDENT OF THE BOARD RESEARCHES AND PRESENTS THE INFORMATION THAT WAS GATHERED AND HOW IT WAS GATHERED TO THE REST OF THE BOARD FOR APPROVAL

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION C, LINE 19	UPON REQUEST, A COPY OF THE INFORMATION IS EITHER E-MAILED OR MAILED TO THE REQUESTOR

Identifier	Return Reference	Explanation
	FORM 990, PART XII, LINE 2C	NO CHANGE FROM PRIOR YEAR IN THE OVERSIGHT AND REVIEW OF THE AUDITED FINANCIAL STATEMENTS