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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)	OMB No 1545-0047 2011 Open to Public Inspection
	The organization may have to use a copy of this return to satisfy state reporting requirements	

A For the 2011 calendar year, or tax year beginning 01-01-2011 and ending 12-31-2011		D Employer identification number 94-2688448	
B Check if applicable ☐ Address change ☐ Name change ☐ Initial return ☐ Terminated ☐ Amended return ☐ Application pending	C Name of organization WESTERN UNITED STATES AGRICULTURAL TRADE ASSOCIATION Doing Business As		E Telephone number (360) 693-3373
	Number and street (or P O box if mail is not delivered to street address) Room/suite 4601 NE 77TH AVE NO 240		G Gross receipts \$ 12,167,354
	City or town, state or country, and ZIP + 4 VANCOUVER, WA 986626730		
	F Name and address of principal officer ANDY ANDERSON 4601 NE 77TH AVE 240 VANCOUVER, WA 98662		H(a) Is this a group return for affiliates? ☐ Yes ☒ No
			H(b) Are all affiliates included? ☐ Yes ☐ No If "No," attach a list (see instructions) H(c) Group exemption number ▶
I Tax-exempt status ☐ 501(c)(3) ☒ 501(c) (6) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527			
J Website: ▶ WWW.WUSATA.ORG			
K Form of organization ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶		L Year of formation 1980	M State of legal domicile WA

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities ASSISTING AGRI-BUSINESS TO EXPAND THEIR EXPORTS OF FOOD AND AGRICULTURAL PRODUCTS		
	2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	13
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	13
	5 Total number of individuals employed in calendar year 2011 (Part V, line 2a)	5	23
6 Total number of volunteers (estimate if necessary)	6	0	
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0	
7b Net unrelated business taxable income from Form 990-T, line 34	7b	0	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	0	0
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	12,745,949	12,146,532
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	247,230	0
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	0	20,822
		12,993,179	12,167,354
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	10,146,785	9,098,144
	14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	815,522	1,056,341
	16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
	16b Total fundraising expenses (Part IX, column (D), line 25) ☐ 0		
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	0	
	18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	1,569,116	1,565,417
	19 Revenue less expenses Subtract line 18 from line 12	12,531,423	11,719,902
Net Assets or Fund Balances		461,756	447,452
		Beginning of Current Year	End of Year
	20 Total assets (Part X, line 16)	8,296,492	7,761,336
	21 Total liabilities (Part X, line 26)	6,052,505	5,069,897
	22 Net assets or fund balances Subtract line 21 from line 20	2,243,987	2,691,439

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	***** Signature of officer		2012-10-18 Date		
	ANDY ANDERSON EXECUTIVE DIRECTOR Type or print name and title				
Paid Preparer's Use Only	Preparer's signature MICHAEL J PLYMALE INC PS		Date 2012-10-02	Check if self-employed ☐	Preparer's taxpayer identification number (see instructions) P01229193
	Firm's name (or yours if self-employed), address, and ZIP + 4 MICHAEL J PLYMALE INC PO BOX 268 VANCOUVER, WA 986660268		EIN 91-1304455		
			Phone no (360) 695-0068		

May the IRS discuss this return with the preparer shown above? (see instructions) ☒ Yes ☐ No

Part III

Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III ☐ Yes ☒ No

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 organization's program service accomplishments for each of its three largest program services, as measured 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 \$ 3,055,649 including grants of \$ 1,936,840) (Revenue \$ 3,465,747)

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 \$ 7,161,304 including grants of \$ 7,161,304) (Revenue \$ 8,008,749)

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 \$ 692,858 including grants of \$ 624,078) (Revenue \$ 692,858)

TRADE SHOW ORGANIZATION

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

MARKETING PLAN DEVELOPMENT, EDUCATIONAL SEMINARS AND REFERRAL OF TRADE LEADS

4d

Other program services (Describe in Schedule O)

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

4e

Total program service expenses \$ 10,909,811

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)? <i>If "Yes," complete Schedule A</i>	1	No
2	Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)?	2	No
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>	3	No
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	4	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>	5	No
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i> 	6	No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? <i>If "Yes," complete Schedule D, Part II</i> 	7	No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i> 	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? <i>If "Yes," complete Schedule D, Part IV</i> 	9	No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i> 	10	No
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI.</i> 	11a	Yes
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII.</i> 	11b	No
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? <i>If "Yes," complete Schedule D, Part VIII.</i> 	11c	No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX.</i> 	11d	No
e	Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X.</i> 	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)? <i>If "Yes," complete Schedule D, Part X.</i> 	11f	No
12a	Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII</i> 	12a	Yes
b	Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional</i> 	12b	No
13	Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>	13	No
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a	No
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Part I</i> 	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 ? <i>If "Yes," complete Schedule F, Part II and IV</i> 	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 ? <i>If "Yes," complete Schedule F, Part III and IV</i> 	16	No
17	Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>	17	No
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	18	No
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>	19	No
20a	Did the organization operate one or more hospitals? <i>If "Yes," complete Schedule H</i>	20a	No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. All Form 990 filers that operated one or more hospitals must attach audited financial statements	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 questions 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 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
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a		No
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b		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. .	1a	14
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	1b	0
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	
2a	Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return.	2a	23
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).	2b	Yes
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	No
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	3b	
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 or securities account)?	4a	No
b	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a	No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b	No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c	
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?	6a	No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b	
7	Organizations that may receive deductible contributions under section 170(c).		
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?	7a	
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c	
d	If "Yes," indicate the number of Forms 8282 filed during the year.	7d	
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e	
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f	
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g	
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h	
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	8	
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the organization make any taxable distributions under section 4966?	9a	
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b	
10	Section 501(c)(7) organizations. Enter		
a	Initiation fees and capital contributions included on Part VIII, line 12.	10a	
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.	10b	
11	Section 501(c)(12) organizations. Enter		
a	Gross income from members or shareholders.	11a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).	11b	
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a	
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	12b	
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. All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state.	13a	
b	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.	13b	
c	Enter the aggregate amount of reserves on hand.	13c	
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a	No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.	14b	

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	Did the organization have members or stockholders?	6	No
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	No
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	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	Did the organization have local chapters, branches, or affiliates?	10a	No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	
11a	Has the organization provided a complete 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 the Form 990		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes
b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes
13	Did the organization have a written whistleblower policy?	13	Yes
14	Did the organization have a written document retention and destruction policy?	14	Yes
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
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," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b	

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 made 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 made 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, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization’s **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

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

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) FRANCI A HAVEMEISTER PAST PRESIDENT	0 00	X						0	0	0
(2) CELIA R GOULD PRESIDENT	0 00	X		X				0	0	0
(3) DONALD BUTLER DIRECTOR	0 00	X						0	0	0
(4) KAREN ROSS DIRECTOR	0 00	X						0	0	0
(5) RUSSELL KOKUBUN DIRECTOR	0 00	X						0	0	0
(6) RON DE YONG DIRECTOR	0 00	X						0	0	0
(7) KATY COBA DIRECTOR	0 00	X						0	0	0
(8) LEONARD BLACKHAM DIRECTOR	0 00	X						0	0	0
(9) DAN NEWHOUSE DIRECTOR	0 00	X						0	0	0
(10) JASON FEARNEYHOUGH TREASURER	0 00	X		X				0	0	0
(11) JOHN SALAZAR VICE PRESIDENT	0 00	X		X				0	0	0
(12) JIM BARBEE DIRECTOR	0 00	X						0	0	0
(13) JEFF WITTE DIRECTOR	0 00	X						0	0	0
(14) ANDY ANDERSON EXEC DIRECTOR	40 00			X				108,484	0	32,245
(15) BRENDIA BAXTER ACCOUNTANT	40 00			X				52,124	0	11,719

Part VII

1b	Sub-Total	▼			
c	Total from continuation sheets to Part VII, Section A	▼			
d	Total (add lines 1b and 1c)	▼	160,608	0	43,964

2 Total number of individuals (including but not limited to those listed in Item 1) who received more than \$100,000 of 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. Report compensation for the calendar year ending with or within the organization's tax year.

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

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of 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	APPLICATION FEES & DUE	561000	11,251,145	11,251,145		
	b	INDUSTRY ACTIVITY REV	561000	843,984	843,984		
	c	TRADE SHOW REVENUE	561000	47,943	47,943		
	d	FEES & CONTRACTS FROM	561000	3,460	3,460		
	e						
	f	All other program service revenue					
	g	Total. Add lines 2a-2f ▶		12,146,532			
Other Revenue	3	Investment income (including dividends, interest and other similar amounts) ▶					
	4	Income from investment of tax-exempt bond proceeds . . ▶					
	5	Royalties ▶					
	6a	(i) Real					
		(ii) Personal					
	b	Gross rents					
	b	Less rental expenses					
	c	Rental income or (loss)					
	d	Net rental income or (loss) ▶					
	7a	(i) Securities					
		(ii) Other					
	b	Gross amount from sales of assets other than inventory					
	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	MISCELLANEOUS	561000	20,822	20,822			
b							
c							
d	All other revenue						
e	Total. Add lines 11a-11d ▶		20,822				
12	Total revenue. See Instructions ▶		12,167,354	12,167,354	0	0	

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)

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

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 United States See Part IV, line 21	4,881,853			
2	Grants and other assistance to individuals in the United States See Part IV, line 22				
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16	4,216,291			
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	204,572			
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	637,216			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	28,716			
9	Other employee benefits	91,382			
10	Payroll taxes	94,455			
11	Fees for services (non-employees)				
a	Management				
b	Legal				
c	Accounting	41,805			
d	Lobbying				
e	Professional fundraising See Part IV, line 17				
f	Investment management fees				
g	Other	123,491			
12	Advertising and promotion	200			
13	Office expenses	113,212			
14	Information technology				
15	Royalties				
16	Occupancy	117,183			
17	Travel	101,463			
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	15,972			
23	Insurance	3,583			
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	970,490			
b	MISCELLANEOUS	42,827			
c	DUES	25,100			
d	NET LOSS ON INVESTMENTS	10,091			
e					
f	All other expenses				
25	Total functional expenses. Add lines 1 through 24f	11,719,902			
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			56,588	1	109,856
	2	Savings and temporary cash investments			320,088	2	1,023,363
	3	Pledges and grants receivable, net				3	
	4	Accounts receivable, net			5,737,730	4	4,101,877
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L				5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use				8	
	9	Prepaid expenses and deferred charges			395,281	9	599,508
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a	138,415	16,514	10c	15,261
	b	Less accumulated depreciation	10b	123,154			
	11	Investments—publicly traded securities			1,770,291	11	1,911,471
	12	Investments—other securities See Part IV, line 11				12	
	13	Investments—program-related See Part IV, line 11				13	
	14	Intangible assets				14	
	15	Other assets See Part IV, line 11				15	
	16	Total assets. Add lines 1 through 15 (must equal line 34)			8,296,492	16	7,761,336
Liabilities	17	Accounts payable and accrued expenses			5,366,182	17	4,281,745
	18	Grants payable				18	
	19	Deferred revenue			686,323	19	788,152
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability Complete Part IV of Schedule D				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L				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 (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D				25	
	26	Total liabilities. Add lines 17 through 25			6,052,505	26	5,069,897
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			2,243,987	27	2,691,439
	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			2,243,987	33	2,691,439
	34	Total liabilities and net assets/fund balances			8,296,492	34	7,761,336

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	12,167,354
2	Total expenses (must equal Part IX, column (A), line 25)	2	11,719,902
3	Revenue less expenses Subtract line 2 from line 1	3	447,452
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	2,243,987
5	Other changes in net assets or fund balances (explain in Schedule O)	5	0
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	2,691,439

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	

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, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

2011

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) 2011

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

b

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

	Amount
1c	
1d	
1e	
1f	

2a

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

☐ Yes

☐ No

b

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				
b	Contributions				
c	Investment earnings or losses				
d	Grants or scholarships				
e	Other expenditures for facilities and programs				
f	Administrative expenses				
g	End of year balance				

2

Provide the estimated percentage of the 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

	Yes	No
(i) unrelated organizations	3a(i)	
(ii) related organizations	3a(ii)	
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b	

4

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

Part VI

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

Description of property	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment	138,415		123,154	15,261
e Other				
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) ▶				15,261

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	12,167,354
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	11,719,902
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	447,452
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	
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	447,452

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	12,157,263
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	-10,091
e	Add lines 2a through 2d	2e	-10,091
3	Subtract line 2e from line 1	3	12,167,354
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	12,167,354

Part XIII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	11,709,811
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	-10,091
e	Add lines 2a through 2d	2e	-10,091
3	Subtract line 2e from line 1	3	11,719,902
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	11,719,902

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
PART XII, LINE 2D - OTHER ADJUSTMENTS		NET LOSS ON INVESTMENTS -10,091
PART XIII, LINE 2D - OTHER ADJUSTMENTS		NET LOSS ON INVESTMENTS -10,091

Additional Data

Software ID:

Software Version:

EIN: 94-2688448

Name: WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Form 990, Special Condition Description:

Special Condition Description

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

[illegible]

64

Part III

[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) 2011

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 WOTH PROMOTING OF PRODUCT	10,027	WIRE TRANSFER OR CHECK			
		NORTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	15,776	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	64,830	WIRE TRANSFER OR CHECK			

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)
		NORTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	20,059	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	5,610	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	13,344	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	26,227	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	9,705	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	36,405	WIRE TRANSFER OR CHECK			

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 WOTH PROMOTING OF PRODUCT	10,765	WIRE TRANSFER OR CHECK			
		NORTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	7,532	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	12,227	WIRE TRANSFER OR CHECK			

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)
		SUB-SAHARAN AFRICA	ASSIST WOTH PROMOTING OF PRODUCT	7,908	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	9,110	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	285,831	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	42,660	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	8,982	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	22,294	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	9,081	WIRE TRANSFER OR CHECK			
		SOUTH ASIA	ASSIST WOTH PROMOTING OF PRODUCT	219,616	WIRE TRANSFER OR CHECK			
		NORTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	10,160	WIRE TRANSFER OR CHECK			

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)
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	19,570	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	12,497	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA	ASSIST WOTH PROMOTING OF PRODUCT	321,545	WIRE TRANSFER OR CHECK			

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 WOTH PROMOTING OF PRODUCT	28,296	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	47,570	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	53,967	WIRE TRANSFER OR CHECK			

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)
		SOUTH ASIA	ASSIST WOTH PROMOTING OF PRODUCT	9,553	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	73,484	WIRE TRANSFER OR CHECK			
		NORTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	202,619	WIRE TRANSFER OR CHECK			

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)
		SUB-SAHARAN AFRICA	ASSIST WOTH PROMOTING OF PRODUCT	9,060	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	106,072	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	6,752	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	8,188	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	38,094	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	7,716	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	13,169	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	5,563	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA	ASSIST WOTH PROMOTING OF PRODUCT	358,432	WIRE TRANSFER OR CHECK			

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)
		SOUTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	58,275	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	220,055	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	152,628	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	300,000	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	5,700	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA	ASSIST WOTH PROMOTING OF PRODUCT	5,007	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	10,145	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	13,739	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	27,629	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	8,779	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	19,420	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	129,513	WIRE TRANSFER OR CHECK			

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)
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	300,000	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	144,633	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	20,890	WIRE TRANSFER OR CHECK			

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)
		NORTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	21,367	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	246,600	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	33,183	WIRE TRANSFER OR CHECK			

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)
		NORTH AMERICA	ASSIST WOTH PROMOTING OF PRODUCT	14,103	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	51,808	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	27,758	WIRE TRANSFER OR CHECK			

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)
		EUROPE (INCLUDING ICELAND AND GREENLAND)	ASSIST WOTH PROMOTING OF PRODUCT	9,588	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	31,321	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC	ASSIST WOTH PROMOTING OF PRODUCT	21,175	WIRE TRANSFER OR CHECK			

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 WOTH PROMOTING OF PRODUCT	172,679	WIRE TRANSFER OR CHECK			

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

2011

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. Use Part IV and Schedule I-1 (Form 990) if additional space is needed ▶ ☐

(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 listed in the line 1 table ▶

3

Enter total number of other organizations listed in the line 1 table ▶

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 CT 328 DENVER,CO 80216	35- 2211167		28,925				ASSIST WITH PROMOTING PRODUCTS
479 POPCORN3450 SACRAMENTO ST 101 SAN FRANCISCO, CA 94118	20- 8407474		17,385				ASSIST WITH PROMOTING PRODUCTS

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
A AND S WINE MERCHANTS20287 PASEO DEL PRADO WALNUT,CA 91789	27- 0422555		10,854				ASSIST WITH PROMOTING PRODUCTS
ADVANCED SOLUTIONS INT'L PO BOX 62458 BALTIMORE,MD 212642458	74- 2613824		5,096				ASSIST WITH PROMOTING PRODUCTS

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
AISONNE INC3501 HIDDEN HILLS LN PLACERVILLE, CA 95667	31- 1821621		11,366				ASSIST WITH PROMOTING PRODUCTS
ALAN DI STEFANO			14,035				ASSIST WITH PROMOTING PRODUCTS

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
ALFALFA KINGHC 72 BOX 8698 HWY 264 DYER, NV 89010	94-3389305		7,315				ASSIST WITH PROMOTING PRODUCTS
ALLIANCE BUSINESS GROUP INC1833 LOS ENCINOS AVE GLENDALE, CA 91207	46-0895556		9,285				ASSIST WITH PROMOTING PRODUCTS

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
ALOHA MEDICINALS INC 2300 ARROWHEAD DR CARSON CITY,NV 89706	99- 0347892		6,108				ASSIST WITH PROMOTING PRODUCTS
AMANDA N GIBSON			9,040				ASSIST WITH PROMOTING PRODUCTS

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
APPLEWOOD SEED COMPANY5380 VIVIAN STREET ARVADA, CO 80002	84-0671900		5,610				ASSIST WITH PROMOTING PRODUCTS
ATHENA MARKETING INTERNATIONAL1411 4TH AVE 629 SEATTLE, WA 98101			34,915				ASSIST WITH PROMOTING PRODUCTS

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
ATTUNE FOODS 900 KEARNY ST 600 SAN FRANCISCO, CA 94133	20-5238161		16,677				ASSIST WITH PROMOTING PRODUCTS
BADGER MOUNTAIN VINEYARD 1106 S JURAPA ST KENNEWICK, WA 99338	91-1714641		5,529				ASSIST WITH PROMOTING PRODUCTS

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
BARD VALLEY MEDJOO LPO BOX 937 BARD, CA 922220330	33-0250345		56,348				ASSIST WITH PROMOTING PRODUCTS
BARNEY'S CO CALIFORNIA LLC 2925 ELM AVE 101 FRESNO, CA 93706	26-2354271		6,388				ASSIST WITH PROMOTING PRODUCTS

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
B-FOR INTERNATIONAL805 PRINCESS ANNE ST 1 FREDRICKSBURG, VA 22401	36-3471655		45,644				ASSIST WITH PROMOTING PRODUCTS
BORNSTEIN SEAFOODS INC1001 HILTON AVE BELLINGHAM, WA 98225	91-0150897		24,528				ASSIST WITH PROMOTING PRODUCTS

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
BRIDGES PRODUCE INC 2034 NE FLANDERS ST PORTLAND,OR 97232	33-1004791		5,337				ASSIST WITH PROMOTING PRODUCTS
BRITISH WHOLESALE IMPORTS5711 CORSA AVE WESTLAKE VILLAGE,CA 91362	95-4438391		16,222				ASSIST WITH PROMOTING PRODUCTS

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
BRITTANY MCLEAN			11,981				ASSIST WITH PROMOTING PRODUCTS
BRYANT CHRISTIE INC 500 UNION ST 701 SEATTLE, WA 98101	91-1602977		250,000				ASSIST WITH PROMOTING PRODUCTS

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
CA 88 WINES INC 124 E OLYMPIC 308 LOS ANGELES, CA 90015	94- 3469387		6,205				ASSIST WITH PROMOTING PRODUCTS
CAL RANCH INC 2628 CONCORD BLVD CONCORD, CA 94519	68- 0414848		178,072				ASSIST WITH PROMOTING PRODUCTS

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
CALIFORNIA NATURAL PRODUCTS1250 E LATHROP RD LATHROP, CA 95330	94-2635501		11,272				ASSIST WITH PROMOTING PRODUCTS
CALIFORNIA OLIVE RANCH 2675 LONE TREE RD OROVILLE, CA 95965	91-1931017		7,969				ASSIST WITH PROMOTING PRODUCTS

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
CANIDAE PET FOODS376 CENTER ST 129 CHULA VISTA, CA 91910	77-0448323		19,019				ASSIST WITH PROMOTING PRODUCTS
CANINE CAVIAR PET FOODS INC 4131 TIGRIS WAY RIVERSIDE, CA 92503	33-0815429		9,610				ASSIST WITH PROMOTING PRODUCTS

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
CASSIDY WOODARD33004 HWY 24 CALHAN, CO 80808			9,936				ASSIST WITH PROMOTING PRODUCTS
CF FRESHPO BOX 665 SEDRO WOOLLEY, WA 98264	91-1589007		13,801				ASSIST WITH PROMOTING PRODUCTS

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
CLOUD STAR CORPORATIONPO BOX 14437 SAN LUIS OBISPO, CA 93406	77-0584827		8,630				ASSIST WITH PROMOTING PRODUCTS
COLORADO DEPT OF AGRICULTURE 700 KIPLING STREET SUITE 4000 LAKEWOOD, CO 802155894	98-1505100		17,942				ASSIST WITH PROMOTING PRODUCTS

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COLUMBIA MARKETING INTERN'LPO BOX 3361 WENATCHEE, WA 98807	91-1452007		6,146				ASSIST WITH PROMOTING PRODUCTS
COMMERICAL CREAMERY CO 159 S CEDAR STREET SPOKANE, WA 99204	91-0184450		14,183				ASSIST WITH PROMOTING PRODUCTS

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CONIFER SPECIALTIES INC 15500 WOODINVILLE-REDMOND RD C-400 WOODINVILLE, WA 98072	91-0985930		23,683				ASSIST WITH PROMOTING PRODUCTS
COPPER RIVER SEAFOODS INC1118 E 5TH AVE ANCHORAGE, AK 99501	92-0157589		29,681				ASSIST WITH PROMOTING PRODUCTS

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CORAL LLC38 DIAMONDBACK WAY CARSON CITY, NV 89706	11- 3738062		20,030				ASSIST WITH PROMOTING PRODUCTS
COTTON COUNCIL INTERNATIONAL 1521 NEW HAMPSHIRE AVE NW WASHINGTON, DC 20036	62- 6046706		11,750				ASSIST WITH PROMOTING PRODUCTS

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CROPSOURCE INTERNATIONAL LLC 1655 N MAIN ST SUITE 200 WALNUT CREEK, CA 94596	94-3407699		182,122				ASSIST WITH PROMOTING PRODUCTS
DAINICHI FISH FOOD 580 N BERRY STREET BREA, CA 92821	04-3294847		20,508				ASSIST WITH PROMOTING PRODUCTS

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DESERT WHALE JOJOBA CO INCP O BOX 41594 TUCSON,AZ 857196931	86- 0409878		8,465				ASSIST WITH PROMOTING PRODUCTS
DR SMOOTHIE BRANDS1730 RAYMER AVE FULLERTON,CA 92833	83- 0470796		9,721				ASSIST WITH PROMOTING PRODUCTS

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DUNDEE FRUIT COMPANYPO BOX 445 DUNDEE,OR 97115	93-1165943		12,506				ASSIST WITH PROMOTING PRODUCTS
ELIZABETH LISTER 7460 N STAGECOACH DR PARK CITY,UT 84098	68-0437642		6,486				ASSIST WITH PROMOTING PRODUCTS

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ERKER TRADING 16436 MCR 185 FORT MORGAN, CO 80701			21,811				ASSIST WITH PROMOTING PRODUCTS
EXCEL TRADE LLC 2411 W HALLADAY ST SEATTLE, WA 98199	20- 5064817		6,420				ASSIST WITH PROMOTING PRODUCTS

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FAIRMONT INTERNATIONAL957 AZALEA DR SUNNYVALE,CA 94086	20-1152810		50,635				ASSIST WITH PROMOTING PRODUCTS
FINA ENTERPRISES 4732 TELEPHONE RD 3 VENTURA,CA 93003	27-2307086		6,472				ASSIST WITH PROMOTING PRODUCTS

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FISHER NUT COMPANY1233 PASEO VERDE DRIVE MERCED,CA 95348	77-0312998		15,526				ASSIST WITH PROMOTING PRODUCTS
FOOD EXPORT ASSOC OF THE MW 309 W WASHINGTON 600 CHICAGO,IL 60606	36-2691663		16,395				ASSIST WITH PROMOTING PRODUCTS

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FOOD EXPORT USA NORTHEAST1617 JFK BLVD SUITE 420 PHILADELPHIA, PA 19103	23- 7422643		24,391				ASSIST WITH PROMOTING PRODUCTS
GARRETT JAMES WILLIAMS			9,026				ASSIST WITH PROMOTING PRODUCTS

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GLOBAL NUT CO 425 SPINE ST 6 MADERA, CA 93637	22- 3815788		12,519				ASSIST WITH PROMOTING PRODUCTS
GOLD COAST INGREDIENTS INC 2429 YATES AVENUE COMMERCE, CA 900401917	95- 4015325		14,127				ASSIST WITH PROMOTING PRODUCTS

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GOOKINAID ERG INC8525 ARJONS DR STE T SAN DIEGO, CA 92126	04- 3833937		50,910				ASSIST WITH PROMOTING PRODUCTS
GROWER DIRECT NUT COMPANY INC2288 GEER RD HUGHSON, CA 95326	20- 1390940		7,979				ASSIST WITH PROMOTING PRODUCTS

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HAMMOND'S CANDIES5735 N WASHINGTON ST DENVER, CO 80216	20-8307380		13,758				ASSIST WITH PROMOTING PRODUCTS
HILLTOP RANCH INC13890 LOONEY ROAD BALLICO, CA 94123	77-0529522		21,540				ASSIST WITH PROMOTING PRODUCTS

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HINT INC2124 UNION ST D SAN FRANCISO, CA 94123	04-3806328		21,862				ASSIST WITH PROMOTING PRODUCTS
HUGHSON NUT INC1233 PASEO VERDE DRIVE MERCED,CA 95348	77-0077602		45,267				ASSIST WITH PROMOTING PRODUCTS

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IDAHO STATE DEPT OF AG2270 PENITENTIARY ROAD BOISE,ID 83712	82-6000952		15,763				ASSIST WITH PROMOTING PRODUCTS
INT'L FLORA TECHNOLOGIES LTD 291 E EL PRADO CT CHANDLER,AZ 85225	13-3035634		23,175				ASSIST WITH PROMOTING PRODUCTS

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INVENTURE FOODS INC5415 E HIGH ST 350 PHOENIX,AZ 85054	86-0786101		9,973				ASSIST WITH PROMOTING PRODUCTS
J & D DOWN HOME ENTERPRISES309 S CLOVERDALE D-10 SEATTLE, WA 98108	80-0150016		7,354				ASSIST WITH PROMOTING PRODUCTS

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JUSTIN'S NUT BUTTER409 SPRUCE ST BOULDER,CO 80301	02- 0618600		24,621				ASSIST WITH PROMOTING PRODUCTS
KOELNMESSE INC 8700 W BRYN MAWR AVE 640N CHICAGO,IL 60631	01- 0694611		206,566				ASSIST WITH PROMOTING PRODUCTS

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LA BELLE INC4040 BAKERVIEW SPUR BELLINGHAM, WA 98226	68-0136586		13,761				ASSIST WITH PROMOTING PRODUCTS
LA TAPATIA TORTILLERIA INC 104 E BELMONT AVE FRESNO, CA 93701	94-2292967		10,904				ASSIST WITH PROMOTING PRODUCTS

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LAUREN FUKUYAMA			7,370				ASSIST WITH PROMOTING PRODUCTS
LIBERTY GOLD FRUIT CO INC500 ECCLES AVE SSAN FRANCISCO, CA 94080	94-1051643		40,362				ASSIST WITH PROMOTING PRODUCTS

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LIBERTY ORCHARDS INCPO BOX C CASHMERE, WA 98815	91-0683945		9,875				ASSIST WITH PROMOTING PRODUCTS
LINDEN NUT COMPANY INC 8452 N DEMARTINI LANE LINDEN, CA 95236	68-0041496		6,163				ASSIST WITH PROMOTING PRODUCTS

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LOS CHILEROS401 2ND ST SW ALBUQUERQUE, NM 87102	85- 0475770		10,333				ASSIST WITH PROMOTING PRODUCTS
LOS KITOS PRODUCE LLC7444 E CHAPMAN AVE B ORANGE, CA 92869	26- 7097958		6,978				ASSIST WITH PROMOTING PRODUCTS

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MADE IN NATURE LLC2500 S FOWLER AVE FRESNO, CA 93725	06-1714297		6,095				ASSIST WITH PROMOTING PRODUCTS
MADRONA SPECIALITY FOODS18300 CASCADE AVE S 260 SEATTLE, WA 98188	90-0109274		105,774				ASSIST WITH PROMOTING PRODUCTS

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MAG W LLC73 FAIRLAND RD LAGUNA NIGUEL, CA 92677	20- 5189734		169,633				ASSIST WITH PROMOTING PRODUCTS
MARIANI NUT COMPANYPO BOX 808 WINTERS,CA 95694	94- 2775825		27,964				ASSIST WITH PROMOTING PRODUCTS

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MARIANI PACKING COMPANY500 CROCKER DRIVE VACAVILLE, CA 95688	94-2830833		31,054				ASSIST WITH PROMOTING PRODUCTS
MARUKOME USA INC17132 PULLMAN ST IRVINE,CA 92614	20-0638389		37,833				ASSIST WITH PROMOTING PRODUCTS

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MARY'S GONE CRACKERSPO BOX 965 GRIDLEY, CA 95948	26-0867394		125,193				ASSIST WITH PROMOTING PRODUCTS
MAYFLOWER PARK HOTEL405 OLIVE WAY SEATTLE, WA 98101	91-0869457		27,136				ASSIST WITH PROMOTING PRODUCTS

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MERIDIAN NUT GROWERES ALLIANCE1625 SHAW AVE 101 CLOVIS, CA 93611	77-0498097		5,656				ASSIST WITH PROMOTING PRODUCTS
MICHAEL'S BAKERY PRODUCTS LLC 10635 SCRIPPS RANCH BLVD D SAN DIEGO, CA 92131	11-3694117		8,061				ASSIST WITH PROMOTING PRODUCTS

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MILBRANDT VINEYARDSPO BOX 878 MATTAWA, WA 99349	48-1292332		6,849				ASSIST WITH PROMOTING PRODUCTS
MOAB SUPERFRUITS LLC 5406 W 11000 N 103-123 HIGHLAND, UT 84003	26-3981803		18,671				ASSIST WITH PROMOTING PRODUCTS

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MONT BLANC GOURMET2925 E COLFAX AVE DENVER,CO 80206	84-1009758		8,199				ASSIST WITH PROMOTING PRODUCTS
MONTANA DEPT OF AGRICULTURE303 N ROBERTS HELENA,MT 59620	81-0302402		11,690				ASSIST WITH PROMOTING PRODUCTS

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MOONEY FARMS INC1220 FORTRESS STREET CHICO ,CA 95973	68- 0209013		5,841				ASSIST WITH PROMOTING PRODUCTS
NAMASTE FOODS LLCPO BOX 3133 COEUR D ALENE, ID 83816	82- 0519749		8,260				ASSIST WITH PROMOTING PRODUCTS

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NAPA VALLEY TRADING CO 18124 WEDGE PKWY 102 RENO, NV 89511	20-1427318		146,955				ASSIST WITH PROMOTING PRODUCTS
NATREN INC3105 WILLOW LANE WESTLAKE VILLAGE, CA 91316	95-3851052		21,745				ASSIST WITH PROMOTING PRODUCTS

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NATURAL PLANT PRODUCTSPO BOX 4306 SALEM, OR 97230	93-1229443		17,776				ASSIST WITH PROMOTING PRODUCTS
NEVADA COMM ON ECON DEV808 WNYE LANE CARSON CITY, NV 89703	88-6000022		5,531				ASSIST WITH PROMOTING PRODUCTS

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NICHOLS PISTACHIO 13762 FIRST AVENUE HANFORD, CA 93230	77-0265167		22,150				ASSIST WITH PROMOTING PRODUCTS
NORPAC FOODS INC PO BOX 1800 LAKE OSWEGO, OR 97035	93-0289330		5,906				ASSIST WITH PROMOTING PRODUCTS

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NOUSHIG INC451 LOMBARD ST OXNARD, CA 93030	95-4666496		9,102				ASSIST WITH PROMOTING PRODUCTS
OAK OVERSEAS 112 CABARRUS AVE E CONCORD, NC 28025	20-3621392		137,143				ASSIST WITH PROMOTING PRODUCTS

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OOGIE SNACKS LLC 1932 W 33RD AVE DENVER, CO 80211	20-3064857		12,545				ASSIST WITH PROMOTING PRODUCTS
OREGON DEPT OF AGRICULTURE 635 CAPITOL ST NE SALEM, OR 97304	93-6001759		14,038				ASSIST WITH PROMOTING PRODUCTS

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OREGON FRUIT PRODUCTS COMPANYPO BOX 5283 SALEM,OR 97304	93-0567686		27,230				ASSIST WITH PROMOTING PRODUCTS
O'TASTY FOOD INC160 S HACIENDA BLVD CITY OF INDUSTRY,CA 91745	95-4471803		117,397				ASSIST WITH PROMOTING PRODUCTS

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OTIS MCALLISTER INC160 PINE STREET 350 SAN FRANCISCO, CA 94111	94- 1525602		53,134				ASSIST WITH PROMOTING PRODUCTS
PACIFIC CHEESE COPO BOX 56598 HAYWARD, CA 94545	94- 2179082		7,733				ASSIST WITH PROMOTING PRODUCTS

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PACIFIC VALLEY FOODS2700 RICHARDS RD 101 BELLEVUE, WA 98005	91-0947444		28,932				ASSIST WITH PROMOTING PRODUCTS
PINETREE BH INC 1234 COLDWATER CANYON DR BEVERLY HILLS, CA 90210	43-1984771		10,672				ASSIST WITH PROMOTING PRODUCTS

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PLUM DAISY LLC 3573 G ROAD PALISADE, CO 81526	02-0554600		8,765				ASSIST WITH PROMOTING PRODUCTS
POPCHIPS INC550 MONTGOMERY STREET SAN FRANCISCO, CA 94111	22-3920260		271,762				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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PRIMEX INTERNATIONAL TRADING5777 W CENTURY BLVD 1485 LOS ANGELES, CA 90045	95-4238908		51,241				ASSIST WITH PROMOTING PRODUCTS
PRIVATE LABEL SELECTPRIVATE LABEL SELECT RANCHOS DE TAOS, NM 87557	85-0479112		16,133				ASSIST WITH PROMOTING PRODUCTS

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PROBAR LLCPO BOX 681832 PARK CITY, UT 84068	80- 0073077		28,271				ASSIST WITH PROMOTING PRODUCTS
PUL FOODS INC 809 B CUESTA DR 108 MOUNTAIN VIEW, CA 94040	27- 1035190		7,047				ASSIST WITH PROMOTING PRODUCTS

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REDWOOD TRADING GROUP 945 FRONT ST NOVATO, CA 94945	26-1347324		23,787				ASSIST WITH PROMOTING PRODUCTS
ROXI GROUP INC 16580 WEDGE PKWY 300 RENO, NV 89511	88-6047887		7,759				ASSIST WITH PROMOTING PRODUCTS

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SAHALE SNACKS INC3411 S 120TH PLACE 100 SEATTLE, WA 98168	20- 3005337		27,882				ASSIST WITH PROMOTING PRODUCTS
SANTINI FOODS INC16505 WORTHLEY DRIVE SAN LORENZO, CA 94580	76- 0357522		14,964				ASSIST WITH PROMOTING PRODUCTS

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SCHEIDEGGER TRADING CO INC 351 CALIFORNIA ST 1400 SAN FRANCISCO, CA 94104	94-2733688		5,828				ASSIST WITH PROMOTING PRODUCTS
SEA FARE EXPOSITIONS INC 2360 W COMMODORE WAY 210 SEATTLE, WA 98199	91-1224431		25,000				ASSIST WITH PROMOTING PRODUCTS

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SELECT HARVIEST USA 14827 W HARDING RD TURLOCK, CA 95380	26-3260625		38,535				ASSIST WITH PROMOTING PRODUCTS
SENSIBLE FOODS LLC PO BOX 7345 SANTA ROSA, CA 95407	52-2102798		23,294				ASSIST WITH PROMOTING PRODUCTS

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SHILOH'S COMPANY8657 WEST PICO BLVD LOS ANGELES, CA 90035	20-4985788		5,790				ASSIST WITH PROMOTING PRODUCTS
SIERRA NEVADA CHEESE CO6505 COUNTRY RD 39 WILLOWS, CA 95988	91-1770621		9,193				ASSIST WITH PROMOTING PRODUCTS

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SMART BEVERAGE INC 2891 JAMACHA RD C EL CAJON, CA 92019	03-0588478		26,052				ASSIST WITH PROMOTING PRODUCTS
SNACK EXPORT INC7030 ALAMITOS AVE A SAN DIEGO, CA 92154	56-2415116		150,020				ASSIST WITH PROMOTING PRODUCTS

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SNOPAC PRODUCT INC 6118 12TH AVE S SEATTLE, WA 98108	91- 1199944		11,439				ASSIST WITH PROMOTING PRODUCTS
SOGDA LIMITED INC512 6 ST SOUTH 201 KIRKLAND, WA 98033	91- 1749635		37,262				ASSIST WITH PROMOTING PRODUCTS

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SONOMA SYRUP PO BOX 819 SONOMA, CA 95476	68- 0545268		19,688				ASSIST WITH PROMOTING PRODUCTS
SPI WEST PORT INC377 SWIFT AVE SO SAN FRANCISCO, CA 94080	72- 1600694		16,139				ASSIST WITH PROMOTING PRODUCTS

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SPICY NOTHINGS 17925 CABELA DR SAN DIEGO, CA 92127	26- 1360224		7,103				ASSIST WITH PROMOTING PRODUCTS
SPRINGFIELD CREAMERY 29440 AIRPORT RD EUGENE, OR 97402	93- 0616524		10,753				ASSIST WITH PROMOTING PRODUCTS

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ST AMOUR INC 2971 GRACE LANE B COSTA MESA, CA 92626	33-0892002		9,997				ASSIST WITH PROMOTING PRODUCTS
STAHLBUSH ISLAND FARMS 3122 STAHLBUSH ISLAND ROAD CORVALLIS, OR 97333	93-1031739		24,122				ASSIST WITH PROMOTING PRODUCTS

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SUN GARDEN-GANGI CANNING COPO BOX 814 ATWATER, CA 95301	77- 0489522		12,725				ASSIST WITH PROMOTING PRODUCTS
SUNLAND INCPO BOX 1059 PORTALES, NM 88130	85- 0365109		9,993				ASSIST WITH PROMOTING PRODUCTS

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SUN-MAID GROWERS OF CALIFORNIA 13525 S BETHEL AVENUE KINGSBURG, CA 93631	94-0908760		205,857				ASSIST WITH PROMOTING PRODUCTS
SUNRIVER SALES PO BOX 2738 VISALIA, CA 93279	95-3633056		14,906				ASSIST WITH PROMOTING PRODUCTS

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SUNWEST FOODS INC1550 DREW AVE 150 DAVIS, CA 95616	68-0112985		10,660				ASSIST WITH PROMOTING PRODUCTS
TAMPICO SPICE CO INC5941 S CENTRAL AVE LOS ANGELES, CA 90001	95-3019648		8,359				ASSIST WITH PROMOTING PRODUCTS

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TASTIE FOODS INTERNATIONAL LLC 330 ROBERT ST CODY,WY 82414	80-0649140		6,406				ASSIST WITH PROMOTING PRODUCTS
TAYLOR BROTHER FARMS182 WILKIE AVE YUBA CITY,CA 95991	94-2829769		38,928				ASSIST WITH PROMOTING PRODUCTS

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THATCHER'S GOURMET SPECIALTIES2200 JERROLD AVE UNIT H SAN FRANCISCO, CA 94124	52-2074035		5,976				ASSIST WITH PROMOTING PRODUCTS
THE FRENCH PATISSERIE1080 PALMETTO AVE PACIFICA, CA 94044	94-3225817		6,533				ASSIST WITH PROMOTING PRODUCTS

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THE HEATHMAN LODGE7801 NE GREENWOOD DRIVE VANCOUVER, WA 98662	93-1172480		7,430				ASSIST WITH PROMOTING PRODUCTS
TORN RANCH23B PIMENTEL CT NOVATO, CA 94949	68-0345774		9,075				ASSIST WITH PROMOTING PRODUCTS

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TRIAD FISHERIES LTDPO BOX 2211 BOTHELL, WA 98041	77-0701571		17,143				ASSIST WITH PROMOTING PRODUCTS
TSC INC5700 6TH AVE S 210 SEATTLE, WA 98108	91-1763887		14,102				ASSIST WITH PROMOTING PRODUCTS

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UTAH DEPT OF AG AND FOODPO BOX 146500 SALT LAKE CITY, UT 84114	87-6000545		6,268				ASSIST WITH PROMOTING PRODUCTS
VALLEY FIG GROWERS2028 S THIRD STREET FRESNO,CA 93702	94-1450977		39,062				ASSIST WITH PROMOTING PRODUCTS

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VALLEY FINE FOODS3909 PARK RD BENICIA, CA 94510	91-1848643		181,254				ASSIST WITH PROMOTING PRODUCTS
VIA DESIGN1801 NW UPSHUR ST SUITE 500 PORTLAND, OR 97209			19,858				ASSIST WITH PROMOTING PRODUCTS

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VITAMEC USA INC 14141 COVELLO ST 2A VAN NUYS, CA 91405	95- 3931243		33,113				ASSIST WITH PROMOTING PRODUCTS
WASHINGTON ST DEPT OF AG1111 WASHINGTON STREET OLYMPIA, WA 98504	91- 6001062		37,470				ASSIST WITH PROMOTING PRODUCTS

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WESTERN EXPORT SERVICES INC 140 E 19TH AVE STE201 DENVER, CO 80203	84-1163477		5,846				ASSIST WITH PROMOTING PRODUCTS
WILBUR PACKING COMPANY PO BOX 3730 YUBA CITY, CA 95992	20-5985776		15,678				ASSIST WITH PROMOTING PRODUCTS

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WILD PLANET FOODS1585 HEARTWOOD DR F MC KINLEYVILLE, CA 95695	92-0187174		8,919				ASSIST WITH PROMOTING PRODUCTS
WILL-PAK FOODS INC3350 SHELBY ST 200 ONTARIO, CA 91764	95-4846078		8,064				ASSIST WITH PROMOTING PRODUCTS

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WORDBRIDGE COMMUNICATIONS 18512 SW RIGERT RD BEAVERTON,OR 97007			18,923				ASSIST WITH PROMOTING PRODUCTS
YAAX INTERNATIONAL INC 3111 TIETON DRIVE 300 YAKIMA,WA 98902	91-1616890		5,162				ASSIST WITH PROMOTING PRODUCTS

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ZAS INTERNATIONALPO BOX 1223 LAFAYETTE, CA 94549	68-0290856		16,407				ASSIST WITH PROMOTING PRODUCTS
ZEONS GLOBAL2961 W MAC ARTHUR BLVD 131 SANTA ANA, CA 92704	26-1669425		5,721				ASSIST WITH PROMOTING PRODUCTS

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ZEZIA LLC10200 CULVER BLVD CULVER CITY,CA 90232	20- 8898814		34,128				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

2011**Open to Public
Inspection**Name of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION**Employer identification number**

94-2688448

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
	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
	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
	FORM 990, PART VI, SECTION C, LINE 19	UPON REQUEST, A COPY OF THE INFORMATION IS EITHER E-MAILED OR MAILED TO THE REQUESTOR
	FORM 990, PART XII, LINE 2C	NO CHANGE FROM PRIOR YEAR IN THE OVERSIGHT AND REVIEW OF THE AUDITED FINANCIAL STATEMENTS