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Department of the Treasury Internal Revenue Service

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

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

Open to Public Inspection

| Α | For the | 2012 calendar year, or tax year beginning FEB 1, 2012 and er | nding J | AN 31, 2013 | |
|-------------------------|-------------------------|---|-------------|--------------------------------|-------------------------------|
| В | Check if applicable | C Name of organization | | D Employer identific | cation number |
| Г | Addres | NATIONAL GRAIN AND FEED ASSOCIATION | | | |
| F | Name change | | · - | 53-0 | 238079 |
| Ē | Initial | | loom/suite | E Telephone numbe | |
| F | Termin | | 003 | | 289-0873 |
| F | ated Amend return | | | G Gross receipts \$ | 4,064,755. |
| F | Applica | | | H(a) Is this a group re | |
| _ | pendin | | | for affiliates? | Yes X No |
| | | SAME AS C ABOVE | | H(b) Are all affiliates inc | |
| _ | Tayloye | mpt status: | 527 | 1 ' ' | list. (see instructions) |
| | | e: ► NGFA.ORG | | H(c) Group exemptio | • |
| | | organization: X Corporation | I Year | | State of legal domicile: MO |
| | art I | Summary | | | |
| 9 | | Briefly describe the organization's mission or most significant activities: ADVAN | | | |
| Ĭ | 1 ' | INTERESTS OF ITS MEMBERS ENGAGED IN THE G | | | |
| èrn | 1 - | Check this box if the organization discontinued its operations or dispose | ed of more | j | |
| Š | 1 | Number of voting members of the governing body (Part VI, line 1a) | | 3 | 7 <u>1</u> |
| જ | | Number of independent voting members of the governing body (Part VI, line 1b) | | 4 | |
| ijes | 1 - | Total number of individuals employed in calendar year 2012 (Part V, line 2a) | | 5 | <u>18</u> |
| Activities & Governance | 1 - | Total number of volunteers (estimate if necessary) | | 6 | 39,550. |
| Ä | | Total unrelated business revenue from Part VIII, column (C), line 12 | | 7 <u>a</u> | 18,076. |
| _ | b | Net unrelated business taxable income from Form 990-T, line 34 | | 7b | |
| | | 0 | | Prior Year 2,803,351. | Current Year |
| ē | 8 | Contributions and grants (Part VIII, line 1h) | <u> </u> | 1,210,131. | 3,834,880. |
| Revenue | 9 | Program service revenue (Part VIII, line 2g) | | 122,533. | 229,875. |
| Ŗ | 10 | Investment income (Part VIII, column (A), lines 3, 4, and 7d) | - | 122,555. | 229,873. |
| | 1 | Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) | - | 4,136,015. | 4,064,755. |
| _ | | Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) | | 0. | 100,000. |
| | | Grants and similar amounts paid (Part IX, column (A), lines 1-3) Bénefits paid to or for members (Part IX, column (A), line 4) | • | 0. | 0. |
| | 1 | Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) | | 2,269,313. | 1,729,869. |
| Expenses | 15 | Professional fundraising fees (Patr IX, column (A), lines 3*10) | - | 0. | 0. |
| Den | loa | | <u>o.</u> 🗀 | | |
| Ω̈ | 17 | Other expenses (Part IX, column A) lines 11a-11d, 11f-24e) | <u> </u> | 1,634,048. | 1,576,984. |
| | 18 | Total expenses Add lines 13.17 (attet en 12/14) (A Adjumn (A) (Tital 25) | . | 3,903,361. | 3,406,853. |
| | 19 | Total expenses. Add lines 13-17 must en art kg, oglegnn (அரிர் 25) Revenue less expenses. Subtract line 18 from line 12 | | 232,654. | 657,902. |
| 70.0 | 3 | | Be | ginning of Current Year | End of Year |
| ets (| 20 | Total assets (Part X, line 16) | - | 6,046,763. | 6,579,430. |
| ASS | 21 | Total liabilities (Part X, line 26) | | 1,387,281. | 1,109,487. |
| Net Assets or | 22 | Net assets or fund balances. Subtract line 21 from line 20 | | 4,659,482. | 5,469,943. |
| Į̈́P | art II | Signature Block | <u> </u> | | |
| | | lties of perjugy, I declare that I have examined this return, including accompanying schedules a | and statem | ents, and to the best of m | y knowledge and belief, it is |
| | | t, and complete/Declaration of preparer (other than officer) is based on all information of which | | | |
| <u>z</u> — | · | XIMUM | | x 12/1 | 3/2013 |
| ່່∵Siç | ın | Signature of officer | | 'Date' (| (|
| _ He | | TODD KEMP, TREASURER | | | |
| <u> </u> | | Type or print name and title | | | |
| • | | Print/Type preparer's name Rreparer's sygnature // | ANO | Date 2 5 2013 if | PTIN |
| Pai | d | DONALD GOLD WINGLOOM C'F | AON DC | 2 5 2013 if self-employ | |
| Pre | parer | Firm's name GOLD, LEINS & ADOFF, LLP | | Firm's EIN | <u>52-1636736</u> |
| Us | Only | Firm's address 51 MONROE PLACE, SUITE 1900 | | | |
| | | ROCKVILLE, MD 20850 | | Phone no. 3 | 01-340-6300 |
| Ma | y the If | RS discuss this return with the preparer shown above? (see instructions) | | | X Yes No |
| 232 | 001 12-1 | 0-12 LHA For Paperwork Reduction Act Notice, see the separate instruction | ns. | | Form 990 (2012) |

| | 990 (2012) NATIONAL GRAIN AND FEED ASSOCIATION | <u>53-0238079</u> | Page 2 |
|-----|--|-----------------------------|-------------------------|
| Par | t III Statement of Program Service Accomplishments | | |
| | Check if Schedule O contains a response to any question in this Part III | | $\overline{\mathbf{x}}$ |
| 1 | Briefly describe the organization's mission | | |
| | TO ADVANCE AND PROTECT THE COMMON INTERESTS OF ITS MEMB | ERS ENAGAGED | IN |
| | | T THERETO OR | |
| | ASSOCIATED THEREWITH, AND TO FORMULATE RULES FOR THE TR | ANSACTIONS OF | F |
| | BUSINESS BETWEEN SUCH PERSON OR FIRMS, AND IN THE GRAIN | | |
| 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 | X 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? | Ves | X No |
| 3 | If "Yes," describe these changes on Schedule O. | | |
| | Describe the organization's program service accomplishments for each of its three largest program services, as | s maggired by expenses | |
| 4 | Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to other | | |
| | | ers, trie total expenses, a | iiiu |
| | revenue, if any, for each program service reported. | | ····· |
| 4a | (Code) (Expenses \$ including grants of \$) (Reven | | |
| | PROVIDE EXPERTISE AND PRACTICAL EXPERIENCE IN FORMULATI | | OIA |
| | ISSUES CONFRONTING THE INDUSTRY, THE DIVERSITY OF INDIV | | |
| | THEIR RESPECTIVE BUSINESSES THAT COMPRISE THE COMMITTEE | | |
| | THE POLICIES DEVELOPED ARE REPRESENTATIVE OF THE OVERAL | L MEMBERSHIP | AND |
| | BENEFIT A BROAD CROSS SECTION OF THE INDUSTRY. | | |
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| 4b | (Code) (Expenses \$ including grants of \$) (Rever | nue \$ |) |
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| 4c | (Code) (Expenses \$) (Rever | nue \$ | |
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| 4d | Other program services (Describe in Schedule O) | | |
| | (Expenses \$ including grants of \$) (Revenue \$ |) | |
| 4e_ | Total program service expenses ▶ | | |
| | | Form 9 | 90 (2012) |

| | | | Yes | No |
|----------|--|-------------|----------------|--------|
| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? | | | |
| • | If "Yes," complete Schedule A | 1 | | Х |
| 2 | Is the organization required to complete Schedule B, Schedule of Contributors? | 2 | | X |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for | | | |
| J | public office? If "Yes," complete Schedule C, Part I | 3 | | X |
| 4 | Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect | | | |
| • | during the tax year? If "Yes," complete Schedule C, Part II | 4 | | |
| 5 | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or | | | |
| Ŭ | similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III | 5 | х | |
| 6 | Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to | | | |
| U | provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I | 6 | | X |
| 7 | Did the organization receive or hold a conservation easement, including easements to preserve open space, | | | |
| • | the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II | 7 | | X |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete | | | |
| Ū | Schedule D, Part III | 8 | | X |
| 9 | Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for | | | |
| 3 | amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? | | | |
| | If "Yes," complete Schedule D, Part IV | 9 | | Х |
| 10 | Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent | | | |
| | endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V | 10 | | Х |
| 11 | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X | | | |
| • • | as applicable | | | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, | | | |
| _ | Part VI | 11a | X | |
| b | Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total | | | |
| _ | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII | 11b | | X |
| С | Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total | | | |
| | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII | 11c | | X |
| d | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in | | | |
| | Part X, line 16? If "Yes," complete Schedule D, Part IX | 11d | | X |
| е | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X | 11e | X | |
| f | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses | | | |
| | the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X | 11f | | X |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete | | | |
| | Schedule D, Parts XI and XII | 12a | <u> </u> | X |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? | | | 1 |
| | If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional | 12b | X | |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | | X |
| 14a | Did the organization maintain an office, employees, or agents outside of the United States? | 14a | ļ | X |
| 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? If "Yes," complete Schedule F, Parts I and IV | 14b | | X |
| 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 United States? If "Yes," complete Schedule F, Parts II and IV | 15 | - | X |
| 16 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals | | | ٠,, |
| | located outside the United States? If "Yes," complete Schedule F, Parts III and IV | 16 | | X |
| 17 | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, | | | ۱ ,, |
| | column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I | 17 | - | X |
| 18 | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines | | | 1 |
| | 1c and 8a? If "Yes," complete Schedule G, Part II | 18 | - | X |
| 19 | Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," | | | v |
| | complete Schedule G, Part III | 19 | | X |
| 20a | | 20a | 1 | X |
| <u>b</u> | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | 000 | (2012) |
| | | COLL | , JJU | (2012) |

Form 990 (2012) NATIONAL GRAIN AND FEED ASSOCIATION

Part IV Checklist of Required Schedules (continued)

| | | | Yes | No |
|-----|--|-----|-----|--|
| 21 | Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the | | | |
| | In deformer officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete chedule J of the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the st day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete chedule K. If "No", go to line 25 of the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? of the organization maintain an escrow account other than a refunding escrow at any time during the year to defease by tax-exempt bonds? I was exempt bonds? I was exempted bonds. I was exempted | | | |
| 22 | | | | |
| | | 22 | | X |
| 23 | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current | | | |
| | and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete | | | |
| | Schedule J | 23 | X | L |
| 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? If "Yes," answer lines 24b through 24d and complete | | | |
| | Schedule K. If "No", go to line 25 | 24a | | X |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | |
| С | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease | | | |
| | any tax-exempt bonds? | 24c | | |
| d | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | |
| 25a | Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a | | | |
| | disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | <u> </u> |
| b | | | | |
| | that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete | | | |
| | Schedule L, Part I | 25b | | |
| 26 | | ł I | | .,, |
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| 31 | | | | |
| | If "Yes," complete Schedule N, Part I | 31 | | X |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete | | | |
| | Schedule N, Part II | 32 | | X |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations | | | |
| | sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I | 33_ | | X |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and | | | |
| | Part V, line 1 | 34 | X | |
| | | 35a | Х | |
| b | | 05: | v | |
| | | 35b | X | |
| 36 | | 20 | ļ | |
| | | 36 | | \vdash |
| 37 | | 27 | | X |
| | | 37 | | |
| 38 | | 38 | x | |
| | Note. All Form 990 filers are required to complete Schedule O | | | (2012) |
| | | | | ,, |

| Enter the number reported in Box 3 of Form 1096. Enter -0 if not applicable Either the number of Forms W2G included in line 1a. Enter -0 if not applicable Either the number of Forms W2G included in line 1a. Enter -0 if not applicable Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) with memory and the payment of the payment of the organization of the payment of the organization of the payment of the organization file of the organization of the organization file organization file of the organization file organization f | | Check if Schedule O contains a response to any question in this Part V | | | | | | | | | | |
|---|----|---|--------------------|----------|-------|--|--|--|--|--|--|--|
| 1a Enter the number reported in Box 3 of Form 1096. Enter -0 find applicable be Enter the number of Forms W23 included in in in a Enter -0 in that applicable continues on the provided in the | | | | Yes | No | | | | | | | |
| b Enter the number of Forms W20 included in line 1s. Enter 0-if not applicable . Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gamming (gambling) winnings to prize winners? 2e Enter the number of employees reported on Form W3, Transmital of Wage and Tax Statements, filed for the calendar year ending with or winn the year covered by this return 18 b if at least one is reported on line 2a, did the organization line all required federal employment tax returns? 2b If W2es, Tax sum of lines 1 and 2a greater than 250, you may be required to e-life (see instructions) 3c Did the organization have unrelated business gross income of \$1,000 or more during the year? 3d If W2es, Tax is filed a Form 950-ff for the year If "No," provide an explication in Schedule O 4d At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? 4d X as the organization and provide the programization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial accounts). 5d W3 the organization and provide in the foreign country Image of the organization have a mine of the foreign country or Image of the organization foreign separation and the was or is a partly to a prohibited tax sheller transaction? 5d W3 to did any organization have annual gross recepts that at was or is a partly to a prohibited tax sheller transaction? 5d W5 if "Yes," in the sa or 5b, did the organization file Form 8886.T? 5d Did the organization have annual gross recepts that at was or is a partly to a prohibited tax sheller transaction? 5d Diff the organization shall may receive deductible contributions under section 170(c). 5d Diff the organization shall may receive deductible contributions of any shall property of the or | 1a | Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable | ור | | 110 | | | | | | | |
| c Dot the organization comply with backup withholding rules for reportable payments to vendors and reportable gaiming (gamining) within gamining with or within the year covered by this return 18 If at least one is reported on fine 2a, did the organization file all required floareral 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) 30. Did the organization have unrelated business gross income of \$1.000 or more dumpt the year? 81 If Yes, *This it filed a Form 990* To this year? If *No. *provide an explanation in Schedule O 82 If Yes, *This it filed a Form 990* To this year? If *No. *provide an explanation in Schedule O 83 If Yes, *This it filed a Form 990* To this year? If *No. *provide an explanation in Schedule O 84 If Yes, *This it filed a Form 990* To this year? If *No. *provide an explanation in Schedule O 85 If Yes, *This it filed a Form 990* To this year? If *No. *provide an explanation in Schedule O 85 If Yes, *This it filed a Form 990* To this year? If *No. *provide an explanation in Schedule O 85 If Yes, *This it filed a form 990* To this year? If *No. *provide an explanation in Schedule O 85 If Yes, *This it filed a form 990* To this year? If *No. *provide an explanation in Schedule O 85 If Yes, *This it filed a promission to form 10 • Form 8808* TY 85 If Yes, *This is the said of \$5, did the organization that at was or is a party to a prohibited tax shelter transaction? 85 If Yes, *This is the said of \$5, did the organization that at was or is a party to a prohibited tax shelter transaction? 85 If Yes, *This is the said of the organization that at was or is a party to a prohibited tax organization solicid any contributions that are yecketication an explanation and party for goods and services provided to the payor? 86 If Yes, *This is the organization shell are the services of \$5 made party as a contribution of a contrib | | | - | | | | | | | | | |
| deambing) winnings to prize winners? 2 | | | 1 | | | | | | | | | |
| 2a Eler the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, 2a 18 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 1 and 2a is greater than 250, you may be required to e-file (see instructions) 3 | | | 1c | x | | | | | | | | |
| the for the calendar year ending with or within the year covered by this return Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) 13 but the organization have unrelated business gross in come of \$1,000 or more during the year? 14 Al any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial accountly a foreign country (such as a bank account, securities account in a foreign country (such as a bank account, securities account, or other financial account)? 15 Wes the organization a party to a prohibited tax shelter transaction at any time during the tax year? 16 Did any taxable party notify the organization file Form 886-17? 17 Wes, 'to time 5a or 5b, did the organization file Form 886-17? 18 Wes the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax eductibles? 18 Wes, 'to time 5a or 5b, did the organization file Form 886-17? 19 Did any taxable party notify the organization file Form 886-17? 20 Did the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax eductibles? 20 Did the organization shall may receive deductible contributions under section 170(c). 21 Did the organization receive apprential receives of \$35 made party as a contribution of property for which it was required to the Form \$828? 22 Did the organization receive apprential receives of \$35 made party as a contribution and party for goods and services provided to the payor? 22 Did the organization receive apprential receives of \$35 made party as a contribution of the organization foreity or payore than \$328? In the organization foreity or payore than \$328? In the organization foreity or payore than \$328? In the org | 2a | | | | | | | | | | | |
| b If a 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 66 (see instructions) 3a Dd the organization have unrelated business gross income of \$1,000 or more during the year? 3a X If "Yes," has it filed a Form 990 To this year? If "No," provide an explanation in Schedule O 3a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? 5b If "Yes," inter 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 party to a prohibited tax shelter transaction at any time during the tax year? 5b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? 6b Did any taxable party notify the organization that it was or is a party to any time during the tax year? 5c Did so the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? 6c Did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? 6c Did the organization receive a payment in excess of \$75 made party is a contribution and party for goods and services provided to the payor? 7a Did the organization receive a payment in excess of \$75 made party is a contribution and party for goods and services provided to the payor? 7b Did the organization necesive a payment in excess of \$75 made party is a contribution of any payment or the payor and payment in excess of \$75 made party is a contribution of any payment organization in the payor and payment in excess of \$75 made party is a con | | | 3 | | | | | | | | | |
| 3a | b | | 7 | Х | | | | | | | | |
| b If "Yes," has it field a Form 990-T for this year? If "No," provide an explanation in Schedule O 4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a floreign country (such as a bank account, securities account, or other financial account)? 4b 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? 5b Id any taxable party nofify the organization file Form 8886.17 6c Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that time not tax deductible contributions? 6c If "Yes," do the organization miclude with every solicitation an express statement that such contributions or gifts were not tax deductible as charatable contributions? 6c If "Yes," did the organization miclude with every solicitation an express statement that such contributions or gifts were not tax deductible? 6c If Yes, if do the organization in ontify the donor of the value of the goods or services provided? 6c If "Yes," indicate the number of Forms 8282 filed during the year 6d If "Yes," indicate the number of Forms 8282 filed during the year 6d If "Yes," indicate the number of Forms 8282 filed during the year 7d If the organization received a contribution of cars, boats, anjanes, or other vehicles, did the organization file Form 8999 as required? 7d If the organization received a contribution of cars, boats, anjanes, or other vehicles, did the organization file Form 8990 are guited? 7d If the organization received a contribution of cars, boats, anjanes, or other vehicles, did the organization file a Form 1098.07 7d Sponeoring organizations maintaining donor advised funds and section 4966? 9d Did the organization services from them.) 1a Sec | | | | | | | | | | | | |
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| d if "Yes," indicate the number of Forms 8282 filed during the year b Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? 7e Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? 7f Did the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? 7f In the organization received a contribution of qualified intellectual property, did the organization file a Form 1098-C? 8 Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organizations, or a donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organizations maintaining donor advised funds. a Did the organization make any taxable distributions under section 4966? b Did the organization make any taxable distributions under section 4966? b Did the organization make a distribution to a donor, donor advisor, or related person? 9 Section 501(c)(7) organizations. Enter: a Initiation fees and capital contributions included on Part VIII, line 12 b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 110a 110a 110a 110a 111a 110a 111b 112a 12a 12a 13a 13 | C | | | | | | | | | | | |
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| c Enter the amount of reserves on hand 14a Did the organization receive any payments for indoor tanning services during the tax year? 15 If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O 15 If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | þ | | | | | | | | | | | |
| 14a Did the organization receive any payments for indoor tanning services during the tax year? b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O 14b | | | - | | | | | | | | | |
| b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | ¢ | • | | | 77 | | | | | | | |
| | | | | | X | | | | | | | |
| | b | It "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | | 900 | (2012 | | | | | | | |

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 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 | | | | | بما | | | |
|-----|--|----------|---------------------|--|----------------|--|--|--|--|
| Sec | tion A. Governing Body and Management | | | | 1 | | | | |
| | | 1 . 1 | , | 74 | Yes | No | | | |
| 1a | Enter the number of voting members of the governing body at the end of the tax year | _1a_ | | 71 | | | | | |
| | If there are material differences in voting rights among members of the governing body, or if the governing | | | | | | | | |
| | body delegated broad authority to an executive committee or similar committee, explain in Schedule 0. | | , | | | | | | |
| b | Enter the number of voting members included in line 1a, above, who are independent | _1b_ | | 71 | | | | | |
| 2 | Did any officer, director, trustee, or key employee have a family relationship or a business relationship | p with | any other | | | | | | |
| | officer, director, trustee, or key employee? | | • | 2 | | X | | | |
| 3 | Did the organization delegate control over management duties customarily performed by or under the | e direc | t supervision | | | | | | |
| | of officers, directors, or trustees, or key employees to a management company or other person? | | | 3 | - | X | | | |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form S | | s filed? | 4 | -} | X | | | |
| 5 | Did the organization become aware during the year of a significant diversion of the organization's ass | sets? | | 5 | + | X | | | |
| 6 | Did the organization have members or stockholders? | | | 6 | X | - | | | |
| 7a | Did the organization have members, stockholders, or other persons who had the power to elect or a | opoint | one or | | | | | | |
| | more members of the governing body? | | | _7a | X | + | | | |
| b | Are any governance decisions of the organization reserved to (or subject to approval by) members, s | tockho | olders, or | l | | ,, | | | |
| | persons other than the governing body? | | | 7b | - | X | | | |
| 8 | Did the organization contemporaneously document the meetings held or written actions undertaken during the year | ar by th | e following: | | ١ | 1 | | | |
| | The governing body? | | | 8a | | + | | | |
| b | Each committee with authority to act on behalf of the governing body? | | | 8b | <u> </u> | | | | |
| 9 | Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be rea | ched a | it the | | | ,, | | | |
| | organization's mailing address? If "Yes," provide the names and addresses in Schedule O | | | 9 | + | X | | | |
| Sec | tion B. Policies (This Section B requests information about policies not required by the Internal R | evenue | Code) | | + | + | | | |
| | | | | 12 | Yes | _ | | | |
| | Did the organization have local chapters, branches, or affiliates? | | 60 l 4 | 10: | 3 | X | | | |
| b | If "Yes," did the organization have written policies and procedures governing the activities of such c | napter | s, amiliates, | 401 | | | | | |
| | and branches to ensure their operations are consistent with the organization's exempt purposes? | | £11 kh £(| 101 | 1 | + | | | |
| 11a | Has the organization provided a complete copy of this Form 990 to all members of its governing bod | у рето | re filing the form | 7 116 | 3 A | + | | | |
| ь | Describe in Schedule O the process, if any, used by the organization to review this Form 990. | | | 100 | X | | | | |
| 12a | Did the organization have a written conflict of interest policy? If "No," go to line 13 | | floto? | 12: | | + | | | |
| b | Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise | | | 121 |) ^ | + | | | |
| С | Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Y | es, u | escribe | 120 | x s | | | | |
| 40 | In Schedule O how this was done | | | 13 | | | | | |
| 13 | Did the organization have a written whistleblower policy? | | | 14 | | | | | |
| 14 | Did the organization have a written document retention and destruction policy? Did the process for determining compensation of the following persons include a review and approve | al by in | dependent | <u> </u> | 1 | | | | |
| 15 | persons, comparability data, and contemporaneous substantiation of the deliberation and decision? | | асренает | | | | | | |
| _ | The organization's CEO, Executive Director, or top management official | | | 15 | a X | | | | |
| a | Other officers or key employees of the organization | | | 151 | | | | | |
| U | If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). | | | | <u></u> | | | | |
| 162 | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrange | ment v | vith a | | | | | | |
| | taxable entity during the year? | | | 16 | a | X | | | |
| h | If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluation | te its r | articipation | | | | | | |
| ~ | in joint venture arrangements under applicable federal tax law, and take steps to safeguard the orga | | | ļ | | | | | |
| | exempt status with respect to such arrangements? | | | 161 | | | | | |
| Sec | tion C. Disclosure | | - | | | | | | |
| 17 | List the states with which a copy of this Form 990 is required to be filed ►MO | | | | | | | | |
| 18 | Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990 | Γ (Sect | ion 501(c)(3)s on | ly) avail | able | | | | |
| | for public inspection. Indicate how you made these available. Check all that apply. | | | | | | | | |
| | Own website Another's website X Upon request Other (explain | ın Scl | nedule O) | | | | | | |
| 19 | Describe in Schedule O whether (and if so, how), the organization made its governing documents, co | onflict | of interest policy, | and fin | ancial | | | | |
| | statements available to the public during the tax year. | | . • | | | | | | |
| 20 | State the name, physical address, and telephone number of the person who possesses the books a | nd rec | ords of the organ | ızation: | ▶ | | | | |
| | THE ORGANIZATION - 202-289-0873 | | | | | | | | |
| | 1250 EYE STREET, NW, WASHINGTON, DC 20005 | | | | | | | | |

| orm | 990 | (201 | 121 |
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NATIONAL GRAIN AND FEED ASSOCIATION

53-0238079

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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. 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.

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

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

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

| (A) Name and Title | (B) Average hours per week | (do box, | not ci | (C Posi heck i | ition | | one h an | (D) Reportable compensation from | (E) Reportable compensation from related | (F) Estimated amount of other |
|------------------------------------|--|--------------------------------|-----------------------|----------------------|--------------|------------------------------|-------------|--|--|--|
| | (list any hours for related organizations below line) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | the organization (W-2/1099-MISC) | organizations (W-2/1099-MISC) | compensation from the organization and related organizations |
| (1) RICK BROWNE DIRECTOR | 1.00 | x | | | | | | 0. | 0. | 0. |
| (2) RICK CALHOUN DIRECTOR | 1.00 | х | | | | | | 0. | 0. | 0. |
| (3) CHUCK HEURING | 1.00 | x | | | | | | 0. | 0. | 0. |
| DIRECTOR (4) CRAIG HUSS | 1.00 | X | | | - | - | | 0. | 0. | 0. |
| DIRECTOR (5) SCOTT MCWILLIAMS | 1.00 | X | | | | | | 0. | 0. | 0. |
| (6) SCOTT MILLS | 1.00 | X | | | | | | 0. | 0. | 0. |
| (7) CRAIG TWOMEY | 1.00 | | | | | | | 0. | 0. | 0. |
| DIRECTOR (8) PAUL DEBRUCE | 1.00 | X | | | | | | | | |
| DIRECTOR (9) SHARON CLARK DIRECTOR | 1.00 | X | | | | | | 0. | 0. | 0. |
| (10) RANDALL WUTTKE DIRECTOR | 1.00 | x | | | | | | 0. | 0. | 0. |
| (11) STEVEN NAIL DIRECTOR | 1.00 | x | | | | | | 0. | 0. | 0. |
| (12) THOMAS COYLE DIRECTOR | 1.00 | х | | | _ | | | 0. | 0. | 0. |
| (13) JOANN BROUILLETTE DIRECTOR | 1.00 | х | | | | | | 0. | 0. | 0. |
| (14) RAYMOND DEFENBAUGH DIRECTOR | 1.00 | x | | | | | | 0. | 0. | 0. |
| (15) JOHN HECK DIRECTOR | 1.00 | X | | | | | | 0. | 0. | 0. |
| (16) DAVID HOOGMOED DIRECTOR | 1.00 | X | | | | | | 0. | 0. | 0. |
| (17) ROGER KRUEGER DIRECTOR | 1.00 | Х | | | | | | 0. | 0. | 0. |
| 000007 40 40 40 | | | | | | | | | | Form 990 (2012) |

| Form 990 (2012) NATIONAL | GRAIN A | AN | <u>D</u>] | FEI | ED_ | A | SS | OCIATION | 53-023 | 807 <u>9</u> | P | age 8 |
|---|--|--------------------------------|-----------------------|---------|-----------------------------|------------------------------|---------------|--|--|--------------|--|------------------|
| Part VII Section A. Officers, Directors, Trus | tees, Key Em | ploy | ees | , an | d Hi | ghe | st C | ompensated Employe | es (continued) | | | |
| (A) Name and title | (B) Average hours per week | (do | not c | | C) itior more rson | than | one th an | (D) Reportable compensation from | (E) Reportable compensation from related | | (F) stimate nount other | of |
| | (list any hours for related organizations below line) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | the organization (W-2/1099-MISC) | organizations (W-2/1099-MISC) | org an | pensa rom the anizate d relate anizate | e tion ted |
| (18) RANDALL PFLUM DIRECTOR | 1.00 | x | | | | | | 0. | 0 | | | 0. |
| (19) BENJAMIN SMITH | 1.00 | x | | | | | | 0. | 0 | | | 0. |
| (20) ERICK WILKEY | 1.00 | | | | - | | | | | | | |
| DIRECTOR (21) HAL REED | 1.00 | X | | | | - | - | 0. | 0 | • | | 0. |
| DIRECTOR | | X | | | | | | 0. | 0 | | | 0. |
| (22) ERIK ANDERSON DIRECTOR | 1.00 | x | | | | | | 0. | 0 | | | 0. |
| (23) JOE CHRISTOPHER | 1.00 | | | | | | | 0. | 0 | | | |
| DIRECTOR (24) IRVIN CLUBINE | 1.00 | X | - | | | <u> </u> | - | | | + | | 0. |
| DIRECTOR | 1 00 | Х | | _ | | <u> </u> | | 0. | 0 | • | | 0. |
| (25) CHARLES COLBERT DIRECTOR | 1.00 | x | | | _ | | | 0. | 0 | • | | 0. |
| (26) JERRY COPE | 1.00 | x | | | | | | 0. | 0 | | | 0. |
| DIRECTOR 1b Sub-total | <u> </u> | 1 1 | i | L | 1 | ┢ | | 0. | 0 | | | 0. |
| c Total from continuation sheets to Part VI | I, Section A | | | • | | > | | 882,842. | 0 | | 2,0 | |
| d Total (add lines 1b and 1c) | | | | | | > | | 882,842. | 0 | . 12 | 2,0 | <u> 26.</u> |
| Total number of individuals (including but n compensation from the organization | ot limited to th | iose | liste | ed al | bove | e) W | no re | eceived more than \$100 | 0,000 of reportable | | | 4 |
| Compensation from the organization | | | | | | | | ······································ | - | | Yes | No |
| 3 Did the organization list any former officer, line 1a? If "Yes," complete Schedule J for s | | | e, ke | ey er | nplo | yee | , or | highest compensated e | mployee on | 3 | | х |
| 4 For any individual listed on line 1a, is the su | ım of reportab | le c | | | | | | | the organization | | v | |
| and related organizations greater than \$15i 5 Did any person listed on line 1a receive or a | | | - | | | | | | idual for services | 4 | Х | |
| rendered to the organization? If "Yes," com | plete Schedul | e J 1 | or s | uch | pers | son | | | | 5 | | X_ |
| Section B. Independent Contractors 1 Complete this table for your five highest co | mpensated in | dep | ende | ent c | onti | racto | ors t | hat received more than | \$100,000 of comper | sation 1 | rom | |
| the organization. Report compensation for | the <u>calendar</u> y | ear | endi | ng v | vith | or w | <u>/Ithir</u> | | year | | | |
| (A) Name and business | address | | | | | | | (B) Description of s | services | Compe | C) nsatioi | n |
| ARENT FOX, LLP | ~·· D. | 1 . | 2.6 | | | | ļ | | | 10 | ^ ^ | F 0 |
| PO BOX 644672, PHITTSBURG PILSBURY, WINTHROP, SHAW | | | | | P | | | LEGAL | | 10 | 0,2 | <u>50.</u> |
| PO BOX 601240, CHARLOTTE | | | | | | | | LEGAL | | 12 | 0,3 | 84. |
| | | | | | | _ | | | | | | _ |
| | | | | | | | | | | | | |
| | | | | | | | _ | | | | | |
| 2 Total number of independent contractors (i | ncluding but n | ot li | mıte | d to | tho | se li | sted | l above) who received n | nore than | | | |
| \$100,000 of compensation from the organi | zation 🕨 | | | | | 2 | | | | | 000 | 0045 |
| SEE PART VII, SECTION | N A CON' | Τ.Τ. | NUA | 7.T. | τOI | N i | on. | CETO | | ⊦orm | 990 (2 | 2012) |

| Part VII Section A. Officers, Directors, (A) | (B) | | | | C) | | | (D) | (E) | (F) |
|--|-------------------|----------------|---|---------|--------------|------------------------------|----------|-----------------|--|-----------------------|
| Name and title | Average | | | Pos | | | | Reportable | Reportable | Estimated |
| | hours | (ct | neck | all | that | app | ly) | compensation | compensation | amount of |
| | per | | | | | e, | | from the | from related organizations | other compensation |
| | week (list any | tor | | | | Highest compensated employee | | organization | (W-2/1099-MISC) | from the |
| | hours for | r director | | | | 뎚 | | (W-2/1099-MISC) | (,, _, , , , , , , , , , , , , , , , , , | organization |
| | related | stee or | Institutional trustee | | | ensat | ļ | | | and related |
| | organizations | altus | nal tr | | Key employee | dшoэ | | | | organizations |
| | below | Individual | strute | Officer | y emp | phest | Former | | | |
| | line) | 를 | i i | 튱 | Ke | 至 | ত্র | | | |
| (27) SCOTT DUBBELDE | 1.00 | X | | | | | | 0. | 0. | 0 . |
| DIRECTOR (28) JOHN FLETCHER | 1.00 | Α | | | | | \vdash | | 0. | |
| | 1.00 | x | | | | | | 0. | 0. | 0. |
| DIRECTOR (29) LARRY HAMMOND | 1.00 | A | | | | | \vdash | • | | 0. |
| DIRECTOR | 2.00 | x | | | | | ł | 0. | 0. | 0. |
| (30) JOE NEAL HAMPTON | 1.00 | - | | | | _ | _ | | | |
| DIRECTOR | | $ \mathbf{x} $ | | | | | | 0. | 0. | 0 |
| (31) ROBERT JONES | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | | | | 0. | 0. | 0. |
| (32) BILL KRUEGER | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | | | | 0. | 0. | 0 |
| (33) LADD LAFFERTY | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | | | _ | 0. | 0. | 0. |
| (34) ARTHUR LOEFFLER | 1.00 | | | | | | | _ | _ | _ |
| DIRECTOR | | Х | | | | | _ | 0. | 0. | 0. |
| (35) DAN MACK | 1.00 | | | | | | | | | |
| DIRECTOR | 1 00 | Х | | | | | | 0. | 0. | 0 . |
| (36) DUANE MADOERIN | 1.00 | x | | | | | | 0. | 0. | 0 . |
| DIRECTOR WAYNEST | 1.00 | ^ | | | _ | | _ | 0. | | |
| (37) ROBERT NAWROT DIRECTOR | 1.00 | \mathbf{x} | | | | | | 0. | 0. | 0 |
| (38) HUGH PARKER | 1.00 | | | | | | 1 | | | |
| DIRECTOR | | x | | | | | | 0. | 0. | 0 |
| (39) JOHN RIPPLE | 1.00 | | | | | | | | | |
| DIRECTOR | | $ \mathbf{x} $ | | | | | | 0. | 0. | 0 |
| (40) JOSEPH TAETS | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | | | | 0. | 0. | 0 . |
| (41) DON WOODBURN | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | | | | 0. | 0. | 0 |
| (42) DAVID BAUDLER | 1.00 | | | | | | | _ | | _ |
| DIRECTOR | | X | | | | | <u> </u> | 0. | 0. | 0. |
| (43) STEVE YOUNG | 1.00 | | | | | | | | | • |
| DIRECTOR | 1 00 | X | <u> </u> | | _ | - | | 0. | 0. | 0 |
| (44) RANDY FARDELMANN | 1.00 | Ţ | | | | | | 0. | 0. | ^ |
| DIRECTOR | 1.00 | X | | | | | | U • | <u> </u> | 0. |
| (45) STEVEN DOMM | 1.00 | x | | | | | | 0. | 0. | 0. |
| DIRECTOR PEGUDOL | 1.00 | ^ | | | | | - | - 0. | 0. | 0. |
| (46) BETH BECHDOL | 1.00 | x | | | | | | 0. | 0. | 0. |
| DIRECTOR | | 42 | نــــــــــــــــــــــــــــــــــــــ | | Ь. | Ь— | | <u>-</u> | <u> </u> | <u> </u> |

| | | | | | | • | | OCIATION | 53-023 | 0013 |
|--|-------------------|--------------------------------|-----------------------|----------|--------------|------------------------------|--------------|--------------------|----------------------------------|---------------------------------------|
| Part VII Section A. Officers, Directors, T | rustees, Key Er | nple | yee | s, a | nd F | ligh | est | Compensated Employ | ees (continued) | · · · · · · · · · · · · · · · · · · · |
| (A) | (B) | | | (C | | | | (D) | (E) | (F) |
| Name and title | Average | | | Posi | | | | Reportable | Reportable | Estimated |
| | hours | (c | neck | all t | hat | арр | ly) | compensation | compensation | amount of |
| | per | ļ | | | | | | from the | from related | other compensation |
| | week (list any | ₫ | | | | ploye | | organization | organizations (W-2/1099-MISC) | from the |
| | hours for | diec | | | | ma pa | | (W-2/1099-MISC) | (1.7 2) 1000 111100) | organization |
| | related | tee or | ustee | | | ensat | | | | and related |
| | organizations | Individual trustee or director | Institutional trustee | | Key employee | Highest compensated employee | | | | organizations |
| | below | Mag | ttatic | Officer | y emp | phest | Former | | | |
| | line) | Ĕ | Ĕ | 5 | Ke | Ī | 2 | | | · ·- |
| (47) GREG BECK | 1.00 | | | | | | | | | 0 |
| DIRECTOR | 1 00 | X | _ | | | | ļ | 0. | 0. | 0 |
| (48) C. CRAIG | 1.00 | ₹, | | | | | | 0. | 0. | 0 |
| DIRECTOR | 1 00 | X | - | | | | | <u></u> | | 0 |
| (49) DAN DEROUCHEY | 1.00 | X | | | | | | 0. | 0. | 0 |
| DIRECTOR | 1 00 | ^ | H | | | _ | ├ | 0. | <u> </u> | |
| (50) MARK FEDJE | 1.00 | X | | | | | | 0. | 0. | 0 |
| DIRECTOR | 1.00 | <u> </u> | - | _ | | | - | 0. | U • | <u> </u> |
| (51) GEOFF FINCH | 1.00 | x | | | | | | 0. | 0. | 0 |
| DIRECTOR | 1.00 | ^ | | - | | - | | 0. | 0. | |
| (52) GARY GANTZ | 1.00 | X | | | | | | 0. | 0. | 0 |
| DIRECTOR (53) DAVID GEERS | 1.00 | | | \vdash | | | | | | |
| DIRECTOR | 1.00 | x | | | | | | 0. | 0. | 0 |
| (54) SCOTT GOWER | 1.00 | | | | - | | | <u> </u> | | |
| DIRECTOR | | x | | | | | | 0. | 0. | 0 |
| (55) JACK HEIM | 1.00 | Γ- | | | | | | | | |
| DIRECTOR | | X | | | | | | 0. | 0. | 0 |
| (56) ROBERT HODGEN | 1.00 | | | | | | | | | |
| DIRECTOR | | x | | | | | | 0. | 0. | 0 |
| (57) TODD LAFFERTY | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | | | | 0. | 0. | 0 |
| (58) MARK REISINGER | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | | | | 0. | 0. | 0 |
| (59) WILL WATERS | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | <u> </u> | <u>.</u> | <u> </u> | 0. | 0. | 0 |
| (60) KEVIN WHITEHALL | 1.00 | | | | | | | _ | | _ |
| DIRECTOR | | X | <u> </u> | <u> </u> | ļ | _ | <u> </u> | 0. | 0. | 0 |
| (61) JAMES BLACK | 1.00 | | | | | | | | | _ |
| DIRECTOR | | X | <u> </u> | | _ | <u> </u> | | 0. | 0. | 0 |
| (62) ANDREW RIFFE | 1.00 | ١ | | | | | | | | • |
| DIRECTOR | 1 00 | X | <u> </u> | | - | - | | 0. | 0. | 0 |
| (63) JACK SMIT | 1.00 | ٠, | | | | | | | <u> </u> | 0 |
| DIRECTOR | 1 00 | X | <u> </u> | - | - | ┢ | | 0. | 0. | 0 |
| (64) ALAN BREWER | 1.00 | x | | | | | | 0. | 0. | 0 |
| DIRECTOR | 40.00 | - | - | | | +- | ├ | | <u> </u> | |
| (65) RANDALL GORDON | 40.00 | 1 | | x | | | | 315,115. | 0. | 54,621 |
| PRESIDENT | 40.00 | ┼ | | ^ | - | ├ | | 313,113. | | 34,021 |
| (66) CHARLES DELACRUZ VICE PRESIDENT SECRETARY | 40.00 | ┨ | | x | ĺ | | | 180,627. | 0. | 15,065 |
| THE STREET STREET | I | 1 | 1 | I A | ı | 1 | 1 | 1 100,04/. | | <u> </u> |

| Form 990 NATIONAL | GRAIN A | J M1 | <u>ו</u> כ | <u> E E</u> | <u> </u> | A | <u> </u> | OCTATION | 53-023 | 8079 |
|---|--|------------------|-----------------------|-------------|--------------|------------------------------|---------------|--|--|--|
| Part VII Section A. Officers, Directors, Tru | stees, Key Er | npl | oyee | s, a | nd F | ligh | est | Compensated Employ | ees (continued) | |
| (A) Name and title | (B) Average | | | (C Posi | C) Ition | ì | | (D) Reportable | (E) Reportable | (F) Estimated |
| | hours per week (list any hours for related organizations below line) | stee or director | Institutional trustee | all 1 | Key employee | Highest compensated employee | Former Former | compensation from the organization (W-2/1099-MISC) | compensation from related organizations (W-2/1099-MISC) | amount of other compensation from the organization and related organizations |
| (67) DAVID FAIRFIELD | 40.00 | | | X | | | | 161,031. | 0. | 27 102 |
| VP OF FEED SERVICES | 40.00 | | - | ^ | _ | | _ | 101,031. | <u> </u> | 27,183 |
| (68) TODD E. KEMP VICE PRESIDENT TREASURER | 40.00 | | | x | | | | 226,069. | 0. | 25,157 |
| (69) DAVID HOOGMOED | 1.50 | | | | | | | | | |
| CHAIRMAN | | | | X | | | | 0. | 0. | 0 |
| (70) BAILY RAGAN | 1.50 | | | | | | | | | |
| FIRST VICE CHAIRMAN | | <u> </u> | | X | | ļ | | 0. | 0. | 0 |
| (71) GARY BEACHNER | 1.50 | | | | | | | | _ | • |
| 2ND VICE PRESIDENT | | - | | X | | ļ — | | 0. | 0. | 0 |
| | | | | | | | | | | |
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| | | | | | | - | - | | | |
| Total to Part VII, Section A, line 1c | | | 1 | | <u> </u> | l | <u> </u> | 882,842. | | 122,026 |

e Total, Add lines 11a-11d

232009 12-10-12

Total revenue. See instructions

53-0238079 Form 990 (2012) NATIONAL GRAIN AND FEED ASSOCIATION Page **9** Part VIII Statement of Revenue Check if Schedule O contains a response to any question in this Part VIII (C) Unrelated (D)
Revenue excluded from tax under sections 512, 513, or 514 (B) Related or Total revenue exempt function business revenue revenue Contributions, Gifts, Grants and Other Similar Amounts 1 a Federated campaigns 1a b Membership dues 1b c Fundraising events 10 d Related organizations 1d e Government grants (contributions) 1e f All other contributions, gifts, grants, and similar amounts not included above Q Noncash contributions included in lines 1a-1f \$ h Total, Add lines 1a-1f **Business Code** Program Service Revenue 2 a MEMBERSHIP DUES 900099 2,721,383 2.721.383 947 653 b CONVENTIONS AND MEETINGS 900099 947,653 c ARBITRATION SERVICES 900099 118,633 118,633 d ADVERTISING INCOME 39,550 39,550 900004 7,661 e PUBLICATIONS 900099 7,661 f All other program service revenue 3.834.880 q Total, Add lines 2a-2f Investment income (including dividends, interest, and other similar amounts) 229.875 229,875. Income from investment of tax-exempt bond proceeds 4 Royalties (ı) Real (II) Personal 6 a Gross rents b Less: rental expenses c Rental income or (loss) d Net rental income or (loss) 7 a Gross amount from sales of (i) Securities (ii) Other assets other than inventory b Less. cost or other basis and sales expenses c Gain or (loss) d Net gain or (loss) 8 a Gross income from fundraising events (not Other Revenue including \$ contributions reported on line 1c). See Part IV, line 18 b Less. direct expenses c Net income or (loss) from fundraising events 9 a Gross income from gaming activities. See Part IV, line 19 b b Less: direct expenses c Net income or (loss) from gaming activities 10 a Gross sales of inventory, less returns and allowances **b** Less: cost of goods sold c Net income or (loss) from sales of inventory Miscellaneous Revenue Business Code 11 a d All other revenue

39,550

1,177,528

Form **990** (2012)

2,847,677

| <u>Jecu</u> | Oh solid School (C)(4) Organizations must com | | | ompiete coluinii (A). | · |
|-------------|---|-----------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
| <u> </u> | Check if Schedule O contains a respon | ise to any question in this | (B) | (C) | . (D) |
| | not include amounts reported on lines 6b, 8b, 9b, and 10b of Part VIII. | Total expenses | Program service expenses | 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 | 100,000. | | | |
| 2 | Grants and other assistance to individuals in | | | | |
| | the United States. See Part IV, line 22 | | | | |
| 3 | Grants and other assistance to governments, | | | | |
| | organizations, and individuals outside the | | | | |
| | United States See Part IV, lines 15 and 16 | | | | |
| 4 | Benefits paid to or for members | | | | |
| 5 | Compensation of current officers, directors, | | | | |
| | trustees, and key employees | 868,107. | | | |
| 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 | 678,635. | | | |
| 8 | Pension plan accruals and contributions (include | | | | |
| | section 401(k) and 403(b) employer contributions) | 46,835. | | | |
| 9 | Other employee benefits | 59,818. | | | |
| 10 | Payroll taxes | 76,474. | · · · · · · · · · · · · · · · · · · · | | |
| 11 | Fees for services (non-employees): | | | | |
| a | Management | | · | | |
| þ | Legal | 106,928. | | | |
| ¢ | Accounting | 26,711. | | | |
| q | Lobbying | | | | · |
| e | Professional fundraising services. See Part IV, line 17 | | | <u> </u> | |
| f | Investment management fees | | | | |
| 9 | Other. (If line 11g amount exceeds 10% of line 25, | | | | |
| | column (A) amount, list line 11g expenses on Sch O.) | 16,500. | <u> </u> | | |
| 12 | Advertising and promotion | | | | |
| 13 | Office expenses . | 10,518. | | | |
| 14 | Information technology | | | | |
| 15 | Royalties | | <u> </u> | | |
| 16 | Occupancy | 255,677. | | <u> </u> | |
| 17 | Travel | 73,176. | | | |
| 18 | Payments of travel or entertainment expenses | | | | |
| | for any federal, state, or local public officials | 5.64 005 | | | |
| 19 | Conferences, conventions, and meetings | 561,237. | | | |
| 20 | Interest | | | | |
| 21 | Payments to affiliates | 20.704 | | | |
| 22 | Depreciation, depletion, and amortization | 32,784. | | | |
| 23 | Insurance | 13,897. | | | |
| 24 | Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line | | | | |
| | 24e amount exceeds 10% of line 25, column (A) | | | | |
| | amount, list line 24e expenses on Schedule O.) | 272 025 | | <u> </u> | |
| а | SPECIAL PROJECTS | 272,825. | | | |
| b | PRINTING | 35,390. 30,314. | | · · · · · · · · · · · · · · · · · · · | |
| C | MAINTENANCE | 28,382. | | | |
| d | INVESTMENT FEES | | | | |
| | All other expenses | 112,645. | | | |
| <u>25</u> | Total functional expenses. Add lines 1 through 24e | 3,406,853. | | | |
| 26 | Joint costs. Complete this line only if the organization | | | | |
| | reported in column (B) joint costs from a combined | | | | |
| | educational campaign and fundraising solicitation. |] | |] | |
| | Check here I if following SOP 98-2 (ASC 958-720) | | | | |

Form 990 (2012)
Part X Balance Sheet

| Pa | rt X | Balance Sheet | | | | |
|-----------------------------|------|--|------------------------|--------------------------|------------|------------------------|
| | | Check if Schedule O contains a response to any question | ın this Part X | | | |
| | | | | (A) Beginning of year | | (B) End of year |
| | 1 | Cash - non-interest-bearing | 186,192. | 1 | 369,387. | |
| | 2 | Savings and temporary cash investments | [| 231,374. | 2 | 1,013,785. |
| | 3 | Pledges and grants receivable, net | | | 3 | |
| | 4 | Accounts receivable, net | Ī | 174,412. | 4 | 118,061. |
| | 5 | Loans and other receivables from current and former office | ers, directors, | | | |
| | | trustees, key employees, and highest compensated employees | yees. Complete | | | |
| | | Part II of Schedule L | | 5 | | |
| Assets | 6 | Loans and other receivables from other disqualified person | ns (as defined under | | | |
| | | section 4958(f)(1)), persons described in section 4958(c)(3 |)(B), and contributing | | i | |
| | | employers and sponsoring organizations of section 501(c) | (9) voluntary | | | |
| | | employees' beneficiary organizations (see instr). Complete | Part II of Sch L | | 6 | |
| | 7 | Notes and loans receivable, net | | 7 | | |
| | 8 | Inventories for sale or use | . L | | 8 | |
| | 9 | Prepaid expenses and deferred charges | | 201,539. | 9 | 91,446. |
| | 10a | Land, buildings, and equipment: cost or other | 1 | | | |
| | | basis Complete Part VI of Schedule D 10a | 313,969. | | . | |
| | b | Less: accumulated depreciation 10b | 161,695. | 81,110. | 10c | 152,274. |
| | 11 | Investments - publicly traded securities | 4,654,013. | 11 | 4,788,045. | |
| | 12 | Investments - other securities. See Part IV, line 11 | | | 12 | |
| | 13 | Investments · program-related See Part IV, line 11 | | 13 | | |
| | 14 | Intangible assets . | | 14 | <u>., </u> | |
| | 15 | Other assets. See Part IV, line 11 | 518,123. | 15 | 46,432. | |
| | 16 | Total assets. Add lines 1 through 15 (must equal line 34) | 6,046,763. | 16 | 6,579,430. | |
| | 17 | 17 Accounts payable and accrued expenses 18 Grants payable | | 670,708. | 17 | <u>376,839.</u> |
| | 18 | | | <u> </u> | 18 | |
| | 19 | Deferred revenue | - | 60,091. | 19 | |
| | 20 | Tax-exempt bond liabilities | | 404 405 | 20 | |
| ies | 21 | Escrow or custodial account liability. Complete Part IV of S | | 494,427. | 21 | |
| Liabilities | 22 | Loans and other payables to current and former officers, o | | | | |
| ia Ei | | key employees, highest compensated employees, and dis | qualified persons. | | | |
| _ | | Complete Part II of Schedule L | . } | | 22 | |
| | 23 | Secured mortgages and notes payable to unrelated third p | Г | - | 23 | |
| | 24 | Unsecured notes and loans payable to unrelated third par | | | 24 | |
| | 25 | Other liabilities (including federal income tax, payables to riparties, and other liabilities not included on lines 17-24). Co | | | | |
| | | Schedule D | omplete Fait A of | 162,055. | 25 | 732,648. |
| | 26 | Total liabilities. Add lines 17 through 25 | | 1,387,281. | 26 | 1,109,487. |
| | 20 | Organizations that follow SFAS 117 (ASC 958), check h | ere X and | | 20 | |
| ဟ | | complete lines 27 through 29, and lines 33 and 34. | | | | |
| ည | 27 | Unrestricted net assets | | 4,638,482. | 27 | 5,448,943. |
| <u>a</u> | 28 | Temporarily restricted net assets | | | 28 | <u> </u> |
| Ä | 29 | Permanently restricted net assets | Ī | 21,000. | 29 | 21,000. |
| Net Assets or Fund Balances | | Organizations that do not follow SFAS 117 (ASC 958), o | heck here | | | |
| ř | | and complete lines 30 through 34. | | | | |
| ţş | 30 | Capital stock or trust principal, or current funds | ł | | 30 | |
| SSe | 31 | Paid in or capital surplus, or land, building, or equipment fi | und | | 31 | |
| Ä | 32 | Retained earnings, endowment, accumulated income, or o | | <u></u> | 32 | |
| Ž | 33 | Total net assets or fund balances | Ţ | 4,659,482. | 33 | 5,469,943. |
| | 34 | Total liabilities and net assets/fund balances | | 6,046,763. | 34 | 6,579,430. |
| | | | | | | Form 990 (2012) |

| orm | 1990 (2012) NATIONAL GRAIN AND FEED ASSOCIATION | <u>53-02:</u> | <u> 38079</u> | Pag | ge 12 |
|-----|---|---------------|---------------|------------|------------|
| Pai | rt 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 | 4,06 | | |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | 3,40 | | |
| 3 | Revenue less expenses. Subtract line 2 from line 1 | 3 | | | 02. |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | 4,65 | | |
| 5 | Net unrealized gains (losses) on investments | 5 | 9 | <u>0,3</u> | <u>98.</u> |
| 6 | Donated services and use of facilities . | 6 | | | |
| 7 | Investment expenses . | 7 | | | |
| 8 | Prior period adjustments | 8 | 6 | <u>2,1</u> | <u>61.</u> |
| 9 | Other changes in net assets or fund balances (explain in Schedule O) | 9 | | | <u>0.</u> |
| 10 | Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, | 1 1 | | | |
| | column (B)) | 10 | <u>5,46</u> | <u>9,9</u> | <u>43.</u> |
| Pa | rt XII Financial Statements and Reporting | | | | |
| | Check if Schedule O contains a response to any question in this Part XII | | - | _ | ᆜ |
| | | | | Yes | No |
| 1 | Accounting method used to prepare the Form 990: Lash X Accrual Cother | | | | |
| | If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedu | e O. | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? | | 2a | | <u>X</u> |
| | If "Yes," check a box below to indicate whether the financial statements for the year were compiled or review | ed on a | | | |
| | separate basis, consolidated basis, or both: | | | | |
| | Separate basis Consolidated basis Both consolidated and separate basis | | | | |
| b | Were the organization's financial statements audited by an independent accountant? | | 2b | <u>X</u> | Ь— |
| | If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate | ate basis, | | | |
| | consolidated basis, or both | | | | ĺ |
| | Separate basis X Consolidated basis Both consolidated and separate basis | | , [| | |
| C | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of | he audit, | | | |
| | review, or compilation of its financial statements and selection of an independent accountant? | | 2c | <u>X</u> | — |
| | If the organization changed either its oversight process or selection process during the tax year, explain in Sc | | | | |
| За | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the S | ingle Audit | | | |
| | Act and OMB Circular A-133? | | 3a | | X |
| þ | If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the rec | uired audit | | | |
| | or audits, explain why in Schedule O and describe any stens taken to undergo such audits | | 3b | | 1 |

Form **990** (2012)

SCHEDULE C

(Form 990 or 990-EZ)

Department of the Treasury Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

2012

Open to Public Inspection

► Complete if the organization is described below. ► Attach to Form 990 or Form 990-EZ.

See separate instructions.

If the organization answered "Yes," to Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

• Section 501(c)(3) organizations: Complete Parts I-A and B Do not complete Part I-C

- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," to Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)). Complete Part II-A Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," to Form 990, Part IV, line 5 (Proxy Tax), or Form 990-EZ, Part V, line 35c (Proxy Tax), then

| ● Section 501(c)(4), (5), or (6) organizations: Complete Part III. | 1 |
|---|---------------------------------------|
| Name of organization | Employer identification number |
| NATIONAL GRAIN AND FEED ASSOCIATION Part I-A Complete if the organization is exempt under section 501(c) or is a section | 53-0238079 |
| Part I-A Complete if the organization is exempt under section 501(c) or is a section | on 527 Organization. |
| 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. 2 Political expenditures 3 Valuation beautiful. | ▶\$ |
| 3 Volunteer hours | |
| Part I-B Complete if the organization is exempt under section 501(c)(3). | ~ |
| 1 Enter the amount of any excise tax incurred by the organization under section 4955 | ▶\$ |
| 2 Enter the amount of any excise tax incurred by organization managers under section 4955 | ▶\$ |
| 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? | Yes No |
| 4a Was a correction made? | Yes No |
| b If "Yes," describe in Part IV | |
| Part I-C Complete if the organization is exempt under section 501(c), except sect | |
| 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities | . • \$ |
| 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 | . . |
| exempt function activities | ▶ \$ |
| 3 Total exempt function expenditures Add lines 1 and 2. Enter here and on Form 1120-POL, | ▶ \$ |
| line 17b 4 Did the filing organization file Form 1120-POL for this year? | Yes No |
| 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organization | — · · · · — · · · |
| made payments. For each organization listed, enter the amount paid from the filing organization's funds. Al | so enter the amount of political |
| contributions received that were promptly and directly delivered to a separate political organization, such a | |
| political action committee (PAC). If additional space is needed, provide information in Part IV. | |
| (a) Name (b) Address (c) EIN (d) Amount profiling organisms. If none | zation's contributions received and |
| | |
| | |
| | |
| | · · · · · · · · · · · · · · · · · · · |
| | |
| | |

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule C (Form 990 or 990-EZ) 2012

LHA

| | orm 990 or 990 EZ) 2012] | NATIONAL | GRAIN AND FE | ED ASSOCIATIO |)N 53-1 | 0238079 Page 2 |
|---------------|--|---------------------------------------|------------------------------|----------------------------|---------------------------------------|-----------------------------|
| Part II-A | Complete if the org | | exempt under secti | on sur(c)(3) and file | ea Form 5/68 | |
| | (election under sec | | | | | |
| A Check | | | n affiliated group (and list | in Part IV each affiliated | group member's nai | me, address, EIN, |
| | expenses, and shar | | | | | |
| B Check ▶ | if the filing organizat | tion checked box | A and "limited control" p | rovisions apply. | | # > A(() - : - : |
| | Limit | s on Lobbying I | Expenditures | | (a) Filing organization's | (b) Affiliated group totals |
| | (The term "expend | litures" means a | amounts paid or incurred | d.) | totals | 1010.0 |
| 4 - Total lai | hhung avaandituraa ta infli | | von (grans roots Johnung | <u> </u> | | |
| | bbying expenditures to influ bbying expenditures to influ | | | ' · · - | | |
| T-4-11-9 | bbying expenditures (add lii | - | e body (direct lobbying) | - | | |
| _ | xempt purpose expenditure | • | | - | | |
| | cempt purpose expenditure | | nd 1d) | <u> </u> | · · · · · · · · · · · · · · · · · · · | |
| | ng nontaxable amount Ente | • | - | oth columns | | |
| | nount on line 1e, column (a) o | | e lobbying nontaxable a | | | |
| | er \$500,000 | | % of the amount on line 1 | | | |
| | 00,000 but not over \$1,000 | | 00,000 plus 15% of the ex | | | |
| | ,000,000 but not over \$1,5 | | 75,000 plus 10% of the ex | | | |
| - | ,500,000 but not over \$17, | | 25,000 plus 5% of the exc | | | |
| | 7,000,000 | | ,000,000 | | | |
| | | | | | | |
| g Grassro | oots nontaxable amount (en | ter 25% of line 1 | f) . | | | |
| | ct line 1g from line 1a If zero | | | | | |
| | ct line 1f from line 1c. If zero | | | | | <u></u> |
| j If there | is an amount other than ze | ro on either line ⁻ | Ih or line 1i, did the organ | zation file Form 4720 | | |
| reportin | ng section 4911 tax for this | year? . | <u> </u> | | | Yes No |
| | | | r Averaging Period Unde | | | |
| | | | le a section 501(h) electi | | | |
| | | · · · · · · · · · · · · · · · · · · · | ee the instructions for li | | ge 4.) | |
| | | Lobbying I | Expenditures During 4-Y | ear Averaging Period | | T |
| | Calendar year | (a) 2009 | (b) 2010 | (c) 2011 | (d) 2012 | (e) Total |
| (or tisc | al year beginning in) | • | | | | |
| | | _ | | | | |
| 2a Lobbyii | ng nontaxable amount | | | | | |
| | ng ceiling amount | - | | | | |
| (150% | of line 2a, column(e)) | | | | | |
| | | | | | | |
| c Total lo | bbying expenditures | | | | | |
| | | | | | | |
| | oots nontaxable amount | | | | | |
| | oots ceiling amount | | | | | |
| (150% | of line 2d, column (e)) | | | | | |
| 1 Gracer | oots lobbying expenditures | | | | | |

Schedule C (Form 990 or 990-EZ) 2012

| For each "Yes," response to lines 1a through 1i below, provide in Part IV a detailed description | (a) | | (b) | |
|---|-------------|------------|----------|---|
| the lobbying activity. | | No | Amou | |
| During the year, did the filing organization attempt to influence foreign, national, state or | | | | _ |
| local legislation, including any attempt to influence public opinion on a legislative matter | | , | ! | |
| Or referendum, through the use of. | | | | |
| a Volunteers? | _ | <u> </u> | | |
| b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? | | | <u> </u> | |
| c Media advertisements? | | | <u> </u> | |
| d Mailings to members, legislators, or the public? | | | | |
| e Publications, or published or broadcast statements? | | | | |
| f Grants to other organizations for lobbying purposes? | | | | |
| g Direct contact with legislators, their staffs, government officials, or a legislative body? | | | | |
| h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? | | | | |
| i Other activities? | | | | |
| j Total Add lines 1c through 1i | | | | |
| 2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? | | | | |
| b If "Yes," enter the amount of any tax incurred under section 4912 | | | | |
| c If "Yes," enter the amount of any tax incurred by organization managers under section 4912 | | | | |
| d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? | 504(.) | (F) | <u> </u> | |
| Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(6). | iion 501(c) | (5), or se | ction | |
| | | | Yes | |
| 1 Were substantially all (90% or more) dues received nondeductible by members? | | 1 | | |
| 2 Did the organization make only in-house lobbying expenditures of \$2,000 or less? | | 2 | | |
| 3 Did the organization agree to carry over lobbying and political expenditures from the prior year? | • | 3 | | |

| 1 | Dues, assessments and similar amounts from members | 1 | <u>4,121,383.</u> |
|------------|---|------|-----------------------|
| 2 | Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political | | |
| | expenses for which the section 527(f) tax was paid). | | |
| а | Current year | _2a_ | <u>31,170.</u> |
| b | Carryover from last year . | 2b | |
| С | Total | 2c | 31,170. |
| 3 | Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues | 3 | 108,855. |
| 4 | If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess | | |
| | does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political | | |
| | expenditure next year? | 4 | |
| <u>5</u> _ | Taxable amount of lobbying and political expenditures (see instructions) | 5 | <u> <77,685.</u> > |

Part IV Supplemental Information

| Complete this part to provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list), Part II-A, line 2; |
|---|
| and Part II-B, line 1. Also, complete this part for any additional information. |
| |
| |
| |

SCHEDULE D

(Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements
► Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. ➤ Attach to Form 990. ➤ See separate instructions.

OMB No 1545-0047 Open to Public

Inspection

Name of the organization

GRAIN AND FEED ASSOCIATION

Employer identification number 53-0238079

| Par | t I Organizations Maintaining Donor Advise | | s or Accounts. Complete if the |
|------|---|---|---|
| | organization answered "Yes" to Form 990, Part IV, line | | |
| · | | (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 v | writing that the assets held in donor advi | sed funds |
| _ | are the organization's property, subject to the organization's | | Yes No |
| 6 | Did the organization inform all grantees, donors, and donor as | | e used only |
| • | for charitable purposes and not for the benefit of the donor o | | |
| | impermissible private benefit? | | Yes No |
| Par | | anization answered "Yes" to Form 990, I | Part IV, line 7. |
| 1 | Purpose(s) of conservation easements held by the organization | on (check all that apply). | |
| | Preservation of land for public use (e.g., recreation or e | | storically important land area |
| | Protection of natural habitat | Preservation of a cer | tified historic structure |
| | Preservation of open space | | |
| 2 | Complete lines 2a through 2d if the organization held a qualif | ied conservation contribution in the form | of a conservation easement on the last |
| | day of the tax year. | | |
| | | | Held at the End of the Tax Year |
| а | Total number of conservation easements | | 2a |
| b | Total acreage restricted by conservation easements | | 2b |
| С | Number of conservation easements on a certified historic stru | ucture included in (a) | 2c |
| d | Number of conservation easements included in (c) acquired a | after 8/17/06, and not on a historic struct | ture |
| | listed in the National Register | | 2d |
| 3 | Number of conservation easements modified, transferred, rel | eased, extinguished, or terminated by th | e organization during the tax |
| | year ▶ | | |
| 4 | Number of states where property subject to conservation eas | | |
| 5 | Does the organization have a written policy regarding the per | | |
| | violations, and enforcement of the conservation easements it | | Yes No |
| 6 | Staff and volunteer hours devoted to monitoring, inspecting, | | |
| 7 | Amount of expenses incurred in monitoring, inspecting, and o | | |
| 8 | Does each conservation easement reported on line 2(d) above | ve satisfy the requirements of section 170 | U(n)(4)(B)(I) Yes No |
| _ | and section 170(h)(4)(B)(ii)? | | • — |
| 9 | In Part XIII, describe how the organization reports conservation | | |
| | include, if applicable, the text of the footnote to the organization | tion's financial statements that describes | s the organization's accounting for |
| Da | conservation easements. III Organizations Maintaining Collections of | f Art. Historical Treasures, or C | Other Similar Assets. |
| 1 41 | Complete if the organization answered "Yes" to Form | | |
| | If the organization elected, as permitted under SFAS 116 (AS | | ement and balance sheet works of art. |
| ıa | historical treasures, or other similar assets held for public exh | | |
| | the text of the footnote to its financial statements that descri | | |
| b | If the organization elected, as permitted under SFAS 116 (AS | | nt and balance sheet works of art, historical |
| U | treasures, or other similar assets held for public exhibition, ed | | |
| | 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 tre | | ial gain, provide |
| ~ | the following amounts required to be reported under SFAS 1 | | |
| а | Revenues included in Form 990, Part VIII, line 1 | , <u> </u> | > \$ |
| | Assets included in Form 990, Part X | • | > \$ |
| - | | | |

| | | GRAIN AND | | | | | 1238079 Page 2 |
|------|--|-----------------------|----------------|-----------------------------|---------------|---|---------------------------------------|
| Par | | | | | | | |
| 3 | Using the organization's acquisition, accession | n, and other records, | check any c | of the following that | t are a signi | ficant use of | ts collection items |
| | (check all that apply). | | _ | | | | |
| а | Public exhibition | d | _ | r exchange progra | ms | | |
| b | Scholarly research | е | U Other | | | | |
| C | Preservation for future generations | | | | | | |
| 4 | Provide a description of the organization's coll | | | | | | Part XIII. |
| 5 | During the year, did the organization solicit or i | | | | er sımılar as | sets | |
| | to be sold to raise funds rather than to be mail | | | | | | Yes No |
| Par | t IV Escrow and Custodial Arrang | · · | o if the organ | ization answered " | Yes" to For | rm 990, Part I | V, line 9, or |
| | reported an amount on Form 990, Part | | | | | | |
| 1a | Is the organization an agent, trustee, custodial | n or other intermedia | ry for contrib | outions or other as | sets not inc | luded ' | |
| | on Form 990, Part X? | • | | | | i | Yes X No |
| b | If "Yes," explain the arrangement in Part XIII ar | nd complete the folio | wing table: | | | | |
| | | | | | | | Amount |
| | Beginning balance | | | | | 1c | |
| d | Additions during the year | | | | • | 1d | · · · · · · · · · · · · · · · · · · · |
| е | Distributions during the year | | | • | | 1e | |
| f | Ending balance | · | | | | 1f | |
| | Did the organization include an amount on For | | | | | ŀ | Yes X No |
| | If "Yes," explain the arrangement in Part XIII. C | | | | | | · |
| Par | t V Endowment Funds. Complete if t | | | | | Th | -1 |
| | <u> </u> | (a) Current year | (b) Prior ye | ar (c) Two year | s dack (d) | Three years ba | ck (e) Four years back |
| 1a | Beginning of year balance | | | | | | |
| b | Contributions | | | | | | |
| С | Net investment earnings, gains, and losses | | | <u> </u> | | | |
| d | Grants or scholarships | | | | | | |
| е | Other expenditures for facilities | | | | | | |
| | and programs | - | | | | | |
| f | Administrative expenses . | | | | | | |
| 9 | End of year balance | <u></u> | | | | | |
| 2 | Provide the estimated percentage of the curre | | | ımn (a)) held as: | | | |
| а | Board designated or quasi-endowment | | % | | | | |
| b | Permanent endowment | % | | | | | |
| С | Temporarily restricted endowment ▶ | % | | | | | |
| | The percentages in lines 2a, 2b, and 2c should | · · | | | | | |
| За | Are there endowment funds not in the posses | sion of the organizat | ion that are i | neld and administe | red for the | organization | V 1 N- |
| | by: | | | | | | Yes No |
| | (i) unrelated organizations | • | | | | | 3a(i) |
| | (ii) related organizations | | | • | | | 3a(ii) |
| b | If "Yes" to 3a(II), are the related organizations | | | | | | 3b |
| 4 | Describe in Part XIII the intended uses of the c | | | | | | |
| Pai | | | | | (=) A === | latad | (d) Book volue |
| | Description of property | (a) Cost or oth | | Cost or other basis (other) | • • | umulated ciation | (d) Book value |
| | | DESIS (IIIVESTITI | J.1.() | oudio (otrior) | Gopie | 0.4.011 | |
| | Land | | | | | | |
| b | • | | | 116,060. | | 3,180. | 82,880. |
| C | Leasehold improvements | | | 110,000. | | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 02,000. |
| d | Equipment | | | 197,909. | 1 2 | 8,515. | 69,394. |
| | Other Add lines 1a through 1e (Column (d) must eq | ual Form 000 Part V | column (P) | | | <u> </u> | 152,274. |
| 1010 | i ann inae is minion io il Allimn ini must en | uer i vou 330. FAN A | | 1015 1016/J | | | |

| (a) Description of security or category (including name of security) | Form 990, Part X, line (b) Book value | | on. Cost or end-of-year market valu |
|--|--|----------------|---------------------------------------|
|) Financial derivatives | | | |
| Closely-held equity interests | | | |
| Other | | | |
| (A) | | | |
| (B) | | | |
| (C) | | | |
| (D) | | | |
| (E) | | | |
| (F) | | | |
| (G) | | | |
| (H) | | | |
| (I) | | | |
| tal. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) | | | |
| Part VIII Investments - Program Related. See | Form 990, Part X, lin | e 13. | · · · · · · · · · · · · · · · · · · · |
| (a) Description of investment type | (b) Book value | | n: Cost or end-of-year market valu |
| (1) | | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| | | | |
| (8) | · · · · · · · · · · · · · · · · · · · | | |
| (9) | | | |
| (10) | | | |
| Part IX Other Assets. See Form 990, Part X, col. (B) line 13.) | | | |
| | escription | | (b) Book value |
| | - COUNTRION | | (b) Beek value |
| (1) | | | |
| (2) | ······································ | | |
| _(3) | | | |
| <u>(4)</u> | | | |
| (5) | | | |
| (6) | | | |
| (7) | | | |
| | | | |
| (9) | | | |
| (10) | | | |
| tal. (Column (b) must equal Form 990, Part X, col. (B) line | | <u> </u> | <u>></u> |
| Part X Other Liabilities. See Form 990, Part X, III | ne 25 | | |
| (a) Description of liability | | (b) Book value | |
| (1) Federal income taxes | | | |
| (2) DEFERRED RENT | | 244,591. | |
| (3) INTERCOMPANY PAYABLE | | 103,024. | |
| (4) ARBITRATION LIABILITY | | 354,843. | |
| (5) DEFERRED INCOME | | 30,190. | |
| (6) | | | |
| (7) | | | |
| (8) | | | |
| (9) | | | |
| (10) | | | |
| (11) | | | |
| 7:1/ | | | |
| otal. (Column (b) must equal Form 990, Part X, col. (B) line | 25.) | 732,648. | |

| | dule D (Form 990) 2012 NATIONAL GRAIN AND FEED A | | 53-0238079 Page 4 |
|-----|---|--------------------------|----------------------------|
| Par | t XI Reconciliation of Revenue per Audited Financial Statem | ients With Hevenue per F | |
| 1 | Total revenue, gains, and other support per audited financial statements | | 1 4,155,153. |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12: | 1 1 | |
| а | Net unrealized gains on investments | 2a 90,398. | <u>-</u> |
| b | Donated services and use of facilities | 2b | 4 1 |
| C | Recoveries of prior year grants | 2c | 4 |
| d | Other (Describe in Part XIII.) | 2d | 4 |
| е | Add lines 2a through 2d | | 2e 90,398. |
| 3 | Subtract line 2e from line 1 | | 3 4,064,755. |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line 1: | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b | . 4a | _ |
| b | Other (Describe in Part XIII.) | 4b | 」 |
| С | Add lines 4a and 4b | | 4c 0. |
| 5 | Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) | | 5 4,064,755. |
| Par | t XII Reconciliation of Expenses per Audited Financial Stater | nents With Expenses per | r Return |
| 1 | Total expenses and losses per audited financial statements | | 1 3,406,853. |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25: | | j j |
| а | Donated services and use of facilities | 2a | |
| b | Prior year adjustments | 2b | |
| С | Other losses | 2c | |
| | Other (Describe in Part XIII.) | 2d | |
| | Add lines 2a through 2d | | 2e 0. |
| 3 | Subtract line 2e from line 1 | | 3 3,406,853. |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1 | | |
| • | Investment expenses not included on Form 990, Part VIII, line 7b | 4a | |
| | Other (Describe in Part XIII.) | 4b | 7 |
| | Add lines 4a and 4b | | 7 4c 0. |
| 5 | | • | 5 3,406,853. |
| | rt XIII Supplemental Information | | |
| | plete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Part e 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part | | |
| | | | Schodulo D (Form 990) 2012 |

ASSOCIATED WITH THE GRAIN å Employer identification number SUPPORT SPECIAL PROJECTS 53-0238079 Open to Public OMB No 1545-0047 2012 Inspection (h) Purpose of grant or assistance AND FEED INDUSTRY, X Yes 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 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 (g) Description of non-cash assistance (f) Method of valuation (book, FMV, appraisal, other) Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22. Governments, and Individuals in the United States Grants and Other Assistance to Organizations, 100,000 (e) Amount of assistance non-cash Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States. ▶ Attach to Form 990. recipient that received more than \$5,000. Part II can be duplicated if additional space is needed o (d) Amount of cash grant NATIONAL GRAIN AND FEED ASSOCIATION (c) IRC section if applicable 501 (C)(3) 52-0846693 General Information on Grants and Assistance (b) EIN criteria used to award the grants or assistance? NATIONAL GRAIN AND FEED FOUNDATION 1 (a) Name and address of organization or government WASHINGTON DC 20005 1250 EYE STREET, NW Name of the organization Department of the Treasury Internal Revenue Service SCHEDULEI (Form 990) Parti Part

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

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

Enter total number of section 501(c)(3) and government organizations listed in the line 1 table

23

Schedule I (Form 990) (2012)

:

:

232101 12-18-12 Page 2 (f) Description of non-cash assistance 53-0238079 Part IV | Supplemental Information. Complete this part to provide the information required in Part I, line 2, Part III, column (b), and any other additional information. (e) Method of valuation (book, FMV, appraisal, other) Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed. PART I, LINE 2: GRANTS AND CONTRIBUTIONS ARE APPROVED BY THE (d) Amount of non-cash assistance NATIONAL GRAIN AND FEED ASSOCIATION (c) Amount of cash grant (b) Number of recipients (a) Type of grant or assistance BOARD OF DIRECTORS. Schedule I (Form 990) (2012) SCHEDULE I, Part

Schedule I (Form 990) (2012)

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232102 12-18-12

SCHEDULE J (Form 990)

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

➤ Complete if the organization answered "Yes" to Form 990, Part IV, line 23.

OMB No 1545-0047

Open to Public

Department of the Treasury Internal Revenue Service Name of the organization

➤ Attach to Form 990. ➤ See separate instructions

53-0238079 NATIONAL GRAIN AND FEED ASSOCIATION

Inspection Employer identification number

| Pa | rt I Questions Regarding Compensation | | | |
|----|--|-----|-------|-------------|
| | | | Yes | No |
| 1a | Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, | | | |
| | Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items | | | |
| | First-class or charter travel Housing allowance or residence for personal use | | | |
| | Travel for companions Payments for business use of personal residence | | | |
| | Tax indemnification and gross-up payments Health or social club dues or initiation fees | | | |
| | Discretionary spending account Personal services (e.g., maid, chauffeur, chef) | | | |
| þ | If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or | | | |
| | reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain | 1b | | <u> </u> |
| 2 | Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, | | | l |
| | trustees, and the CEO/Executive Director, regarding the items checked in line 1a? | 2 | | |
| 3 | Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's | | | |
| | CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to | | | l |
| | establish compensation of the CEO/Executive Director, but explain in Part III | | | l |
| | Compensation committee Written employment contract | | | İ |
| | Independent compensation consultant Compensation survey or study | | | |
| | Form 990 of other organizations Approval by the board or compensation committee | | | |
| 4 | During the year, did any person listed in Form 990, Part VII, Section A, line 1a, with respect to the filing | | | |
| | organization or a related organization | | | |
| а | Receive a severance payment or change-of-control payment? | 4a | | X |
| b | Participate in, or receive payment from, a supplemental nonqualified retirement plan? | 4b | | X |
| С | Participate in, or receive payment from, an equity-based compensation arrangement? | 4c | | X |
| | If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III. | | | |
| | Only section 501(c)(3) and 501(c)(4) organizations must complete lines 5-9. | | | |
| 5 | For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation | 1 | | |
| | contingent on the revenues of: | | | |
| а | The organization? | 5a | | <u> </u> |
| b | Any related organization? | 5b | | <u> </u> |
| | If "Yes" to line 5a or 5b, describe in Part III | | | ĺ |
| 6 | For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation | | | 1 |
| | contingent on the net earnings of: | | | |
| а | The organization? | 6a | _ | <u> </u> |
| b | Any related organization? . | 6b | | <u> </u> |
| | If "Yes" to line 6a or 6b, describe in Part III | | | |
| 7 | | | 1 | |
| | not described in lines 5 and 6? If "Yes," describe in Part III | 7 | | <u> </u> |
| 8 | Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the | | | |
| | initial contract exception described in Regulations section 53 4958-4(a)(3)? If "Yes," describe in Part III | 8 | | <u> </u> |
| 9 | If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in | | | |
| | Regulations section 53.4958-6(c)? | 9 | | |
| | Schodulo | 1/5 | - 000 | 0040 |

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Schedule J (Form 990) 2012

Page 2

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed. NATIONAL GRAIN AND FEED ASSOCIATION Schedule J (Form 990) 2012

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

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

| | | (B) Breakdown of W-2 | | and/or 1099-MISC compensation | (C) Retirement and | (D) Nontaxable | (E) Total of columns | (F) Compensation |
|----------------------|----------|--------------------------|-------------------------------------|-------------------------------------|--------------------|----------------|----------------------|-------------------|
| (A) Name and Title | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | compensation | | | in prior Form 990 |
| (1) RANDALL GORDON | Θ | 205,115. | 110,000. | 0 | 41,877. | 12,744. | 369,736. | 0. |
| 5 | € | 0 | 0 | 0. | 0. | 0 | | 0 |
| (2) CHARLES DELACRUZ | ε | 158,627. | 22,000. | 0. | 13,391. | 1,674. | 195,692. | 0. |
| fv1 | : € | 0 | 0 | 0. | 0 | 0. | 0 | 0 |
| DAVID FAIR | ε | 139,031. | 22,000. | .0 | 12,082. | 15,101. | 188,214. | 0 |
| 7 | : 🗈 | 0 | 0 | 0 | | 0 | 0 | 0. |
| (4) TODD E, KEMP | Θ | 151,069. | 75,000. | 0. | 23,483. | 1,674. | 251,226. | 0 |
| 60 | Ξ | 0 | 0 | 0 | 0 | 0 | 0 | 0. |
| | Θ | | | | | | | |
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SCHEDULE O (Form 990 or 990-EZ)

Supplemental Information to Form 990 or 990-EZ

Department of the Treasury Internal Revenue Service

232211 01-04-13

Name of the organization

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

▶ Attach to Form 990 or 990-EZ.

2012 Open to Public Inspection

NATIONAL GRAIN AND FEED ASSOCIATION

Employer identification number 53-0238079

| FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION: |
|---|
| GENERALLY, AND FOR THE IMPROVEMENT OF MARKETING PROCEDURES IN THE |
| INDUSTRY |
| |
| FORM 990, PART VI, SECTION A, LINE 6: MEMBERS INCLUDE: |
| ACTIVE MEMBERS: ARE REPRESENTATIVES OF AN INDIVIDUAL OR FIRM ENGAGED IN |
| WAREHOUSIENG, PROCESSING, MANUFACTURING, MERCHANDISING, OR DISTRIBUTION OF |
| GRAND OR FEED, OR FEED INGREDIENTS IN THE UNITED STATES; |
| ASSOCIATE MEMBERS: ARE REPRESENTATIVES OF AN INDIVIDUAL OR FIRM ENGAGED IN |
| A BUSINESS ALLIED WITH THE GRAIN OR FEED TRADE; |
| HONORARY MEMBERS: ARE INDIVIDUALS WHO'S EMINENT SERVICE IS ELECTED TO SUCH |
| MEMBERSHIP BY THE BOARD OF DIRECTORS; |
| AFFILIATED ASSOCIATION MEMBERS: ARE ARE REPRESENTATIVES OF AN INDIVIDUAL OR |
| FIRM ENGAGED THE GRAIN OR FEED TRADE, OR RELATED BUSINESS; |
| AFFILIATED ASSOCIATE/TRADING MEMBER: ARE REPRESENTATIVES OF AN INDIVIDUAL |
| OR FIRM ENGAGED IN PROVIDING RAIL, BARGE, VESSEL OR TRUCK TRANSPORTIATION |
| WITHIN NORTH AMERICA. |
| |
| FORM 990, PART VI, SECTION A, LINE 7A: EACH ACTIVE MEMBER AND EACH |
| AFFILIATED ASSOCIATION MEMBER IS ENTITLED TO ONE VOTE AT REGULAR MEETINGS |
| AND FOR ELECTION OF THE BOARD OF DIRECTORS. |
| |
| FORM 990, PART VI, SECTION B, LINE 11: THE FORM 990 IS PROVIDED TO THE |
| TREASURER FOR REVIEW. THE FORM 990 IS THEN FORWARDED TO THE BOARD OF |
| DIRECTORS, WHO ARE GIVEN A PERIOD OF TIME TO RESPOND IF THEY HAVE |
| QUESTIONS. THE RETURN IS THEN SIGNED BY AN OFFICER OF THE ORGANIZATION. |
| LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ. Schedule 0 (Form 990 or 990-EZ) (2012) |

Name of the organization Department of the Treasury Internal Revenue Service SCHEDULE R (Form 990)

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.
 ▶ Attach to Form 990.

Open to Public

OMB No 1545-0047

Inspection

Employer identification number 53-0238079

> Identification of Disregarded Entities (Complete if the organization answered "Yes" to Form 990, Part IV, line 33.) NATIONAL GRAIN AND FEED ASSOCIATION

> > Part

Direct controlling Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.) End-of-year assets **e** Total income ত্ত Legal domicile (state or foreign country) Pnmary activity Name, address, and EIN (if applicable) of disregarded entity Part II

(g) Section 512(b)(13) Š controlled entity? Yes × Direct controlling NATIONAL GRAIN entity ASSOCIATION AND FEED status (if section Public charity 501(c)(3)) LINE 11A Exempt Code DISTRICT OF COLUMBIA 501 (C)(3) section Legal domicile (state or foreign country) Primary activity EDUCATIONAL 52-0846693, 1250 EYE STREET, SUITE 1003, NW NATIONAL GRAIN AND FEED FOUNDATION Name, address, and EIN of related organization WASHINGTON DC 20005

or Paperwork Reduction Act Notice, see the Instructions for Form 990.

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Schedule R (Form 990) 2012

232181 12-10-12 LHA

53-0238079 Page 2

Schedule R (Form 990) 2012 NATIONAL GRAIN AND FEED ASSOCIATION

Part III

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

Code V-UBI General or Percentage amount in box managing ownership 20 of Schedule Perker (Form 1065) Yes No 3 Ξ ate allocations? Disproportion-Yes No Ξ Share of end-of-year assets <u>6</u> Share of total income Predominant income (related, unrelated, excluded from tax under sections 512-514) <u>e</u> (d)
Direct controlling
entity (c)
Legal
domicile
(state or
foreign Primary activity 9 Name, address, and EIN of related organization Œ

Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.) Part IV

| اما | ı | | } | |
|--|---|---|---|------|
| Section 512(b)(13) controlled entity? | | | | |
| Sect Sect 512(b contra entr | | | | |
| (h) Percentage ownership | _ | | | |
| (g) Share of end-of-year assets | | : | | - |
| (f) Share of total income | | | | |
| (e) Type of entity (C corp, S corp, or trust) | | | | |
| (d) (e) Direct controlling Type of entity (C corp, S corp, or trust) | | | | |
| (c) Legal domicile (state or foreign | | | | |
| (b) Primary activity | | | | |
| (a) Name, address, and EIN of related organization | | | | |

Schedule R (Form 990) 2012

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232162 12-10-12

Part V Transactions With Related Organizations (Complete if the organization answered "Yes" to Form 990, Part IV, line 34, 35b, or 36.)

| Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule. | | | | l | Yes | S No |
|--|----------------------------|-----------------------------|---|----------------------------|----------|-------------|
| 1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV? | ns with one or more re | elated organizations listed | ın Parts II-IV? | | - | _ |
| a Receipt of (i) interest (ii) annuities (iii) royalties or (iv) rent from a controlled entity | | | | | 19 | × |
| b Gift, grant, or capital contribution to related organization(s) | • | : | | | 4 | × |
| c Gift, grant, or capital contribution from related organization(s) | | | : | | 5 | × |
| d Loans or loan quarantees to or for related organization(s) | | | | | 1d | × |
| | | | | | | > |
| e Loans of loan gualantees by related organization(s) | , | | | 1_ | D | 4 |
| (A) majorana para sa tanàna and sa sa sa sa sa sa sa sa sa sa sa sa sa | | | | | _ | > |
| T Dividerius from felateu organization(s) | | | | 1 | + | 4 |
| g Sale of assets to related organization(s) | | • | | <u> </u> | 19 | × |
| h Purchase of assets from related organization(s) | : | • | • | | 4 | × |
| i Exchange of assets with related organization(s) | | | | | ; | × |
| in occupations of the second s | | • | | 1. | Ţ | × |
| ן בפספים וומכוווופט, פענוףוויפוון, כו טוופן מסספיט נט ופומוסע טופט וובמווטיונט) | | : | | 1 | - | 4 |
| L. I and of facilities and immant or other secots from soluted armanization(s) | | | | _ | | > |
| K Lease of Jacilles, equipment, of other assets normerated organization(s) | ; | | | 1 | _ | 4 |
| Performance of services or membership or fundraising solicitations for related org: | related organization(s) | : | | | = | × |
| m Performance of services or membership or fundraising solicitations by related orga | related organization(s) | • | | <u>-</u> | 1m | × |
| n Shanna of facilities, equipment, mailing lists, or other assets with related organization(s) | tion(s) | | | | 1 X | |
| | | | | | ⊬ | |
| o orialing of paid employees with related organization(s) | • | | | 1 | ۷ 2 | + |
| | | | | | | i |
| p Reimbursement paid to related organization(s) for expenses | : | | | <u> </u> | ₽ | × |
| q Reimbursement paid by related organization(s) for expenses | | | | | 19 | × |
| | | | | | | |
| r Other transfer of cash or property to related organization(s) | | | | | + X | |
| Other transfer of cash or property from related organization(s) | | | | | 10 | × |
| ام | 40 | | | 1 | 2 | • |
| Z If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds | wno must complete to | nis line, including covered | relationships and transaction threshold | gg | | |
| (a) Name of other organization | (b) Transaction type (a-s) | (c) Amount involved | (d) Method of determining amount involved | mount involve | Ŋ. | |
| TOTHER WILL AND THE STATE OF TEXASTERS | * | C | | | | |
| (1) NATIONAL GRAIN AND FEED FOUNDATION | 2 | • 0 | | | | |
| (2) NATIONAL GRAIN AND FEED FOUNDATION | 0 | 0 | | | | |
| (3) NATIONAL GRAIN AND FEED FOUNDATION | R | 132,358. | 358. AMOUNTS COLLETED OR | CONTRIBUTED | LBUT | ED. |
| | | | | | | |
| (4) | | | | | | |
| (5) | | | | | | |
| (9) | | | | | | |
| 232163 12-10-12 | 32 | | 98 | Schedule R (Form 990) 2012 | orm 990 | 0) 2012 |

Page 4

Part VI Unrelated Organizations Taxable as a Partnership (Complete if the organization answered "Yes" to Form 990, Part IV, line 37.)

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue)

| Trimary activity (state or frontier) (state or | (b) (c) (d) (d) | (a) | (c) | (d) | (e) Are all | (f) | (6) | (h) | (i) Code V-IIRI | () | (k) |
|--|----------------------------------|------------------|---|---|-----------------------------------|--------------|-----------------------|---------------------|--|----------------------|-------------|
| | Name, address, and EIN of entity | Primary activity | Legal domicile (state or foreign country) | (related, unrelated, excluded from tax under section 512-514) y | armers sec 501(c)(3) orgs ? | total sucome | end-of-year assets | tonate allocations? | amount in box 20 of Schedule K-1 (Form 1065) | managing partner? | ownership |
| Vo. (1000 pt.) | | | | | | | | | | | |
| Composition of the composition o | | | | | | | | | | | |
| To the state of th | | | | | | | | | | | |
| Co (applicable) | | | | | | | | _ | | | |
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| Cochective R Grands | | | | | | | | | | | |
| | | | | | _ | | | - | <u> </u> | | |
| Cochadile B Form 900 20 | | | | | | | | | | | |
| Company of the state of the sta | | | | | | | | - | | | |
| Schedule R Form 2000 20 | | | | | | | | | | | |
| Schadule R Form 2000 20 | | | | | | | | | | | |
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| Complete this part to provide additional infor | mation for responses | s to questions on Sc | hedule R (see inst | ructions). | |
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