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Form 990

Return of Organization Exempt From Income Tax

OMB No 1545-0047

2016

Open to Public Inspection

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public

Information about Form 990 and its instructions is at [www.irs.gov/form990](#)

Department of the Treasury
Internal Revenue Service

A For the 2016 calendar year, or tax year beginning 01-01-2016 , and ending 12-31-2016

B Check if applicable

☐ Address change

☐ Name change

☐ Initial return

☐ Final

☐ Return/terminated

☐ Amended return

☐ Application pending

C Name of organization

WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Doing business as

Number and street (or P O box if mail is not delivered to street address)

Room/suite

4601 NE 77TH AVE NO 240

City or town, state or province, country, and ZIP or foreign postal code

VANCOUVER, WA 986626730

F Name and address of principal officer

ANDY ANDERSON
4601 NE 77TH AVE NO 240
VANCOUVER, WA 986626730

H(a) Is this a group return for subordinates?

☐ Yes ☒ No

H(b) Are all subordinates included?

☐ Yes ☐ No

If "No," attach a list (see instructions)

H(c) Group exemption number ▶

D Employer identification number

94-2688448

E Telephone number

(360) 693-3373

G Gross receipts \$ 11,106,765

I Tax-exempt status

☐ 501(c)(3) ☒ 501(c) (6) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW.WUSATA.ORG

K Form of organization

☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation 1980

M State of legal domicile WA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities

ASSISTING AGRI-BUSINESS TO EXPAND THEIR EXPORTS OF FOOD AND AGRICULTURAL PRODUCTS

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets

3 Number of voting members of the governing body (Part VI, line 1a)

4 Number of independent voting members of the governing body (Part VI, line 1b)

5 Total number of individuals employed in calendar year 2016 (Part V, line 2a)

6 Total number of volunteers (estimate if necessary)

7a Total unrelated business revenue from Part VIII, column (C), line 12

7b Net unrelated business taxable income from Form 990-T, line 34

3 13

4 13

5 28

6 0

7a 0

7b 0

Revenue

8 Contributions and grants (Part VIII, line 1h)

9 Program service revenue (Part VIII, line 2g)

10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)

11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)

12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)

Prior Year

Current Year

0 0

10,807,596 10,872,846

42,500 197,781

18,580 36,138

10,868,676 11,106,765

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)

14 Benefits paid to or for members (Part IX, column (A), line 4)

15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)

16a Professional fundraising fees (Part IX, column (A), line 11e)

b Total fundraising expenses (Part IX, column (D), line 25) ▶0

17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)

18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)

19 Revenue less expenses Subtract line 18 from line 12

Prior Year

Current Year

8,070,883 7,828,378

0 0

1,218,617 1,149,603

0 0

1,515,870 2,211,029

10,805,370 11,189,010

63,306 -82,245

Net Assets or Fund Balances

20 Total assets (Part X, line 16)

21 Total liabilities (Part X, line 26)

22 Net assets or fund balances Subtract line 21 from line 20

Beginning of Current Year

End of Year

8,565,404 7,873,204

4,966,390 4,356,435

3,599,014 3,516,769

Part II Signature Block

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

Sign Here

Signature of officer

2017-10-27

Date

ANDY ANDERSON EXECUTIVE DIRECTOR

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name

Preparer's signature

Date

Check ☐ if self-employed

PTIN

MICHAEL J PLYMALE INC PS

MICHAEL J PLYMALE INC PS

2017-10-27

P01229193

Firm's name ▶ MICHAEL J PLYMALE INC

Firm's EIN ▶ 91-1304455

Firm's address ▶ PO BOX 268

Phone no (360) 695-0068

VANCOUVER, WA 986660268

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2016)

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe the organization's mission

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

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

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

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a	(Code)	(Expenses \$	4,391,646	including grants of \$	2,457,287)	(Revenue \$	5,137,208)
See Additional Data							

4b	(Code)	(Expenses \$	5,371,091	including grants of \$	5,371,091)	(Revenue \$	5,371,091)
See Additional Data							

4c	(Code)	(Expenses \$	400,685	including grants of \$		(Revenue \$	400,685)
See Additional Data							

4d	Other program services (Describe in Schedule O)					
	(Expenses \$		including grants of \$		(Revenue \$	

4e	Total program service expenses ▶	10,163,422
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Part IV Checklist of Required Schedules

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

Part IV Checklist of Required Schedules (continued)

	Yes	No
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>	20a	No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21	Yes
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22	No
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	No
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>	24a	No
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c	
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a	
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b	
26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i>	26	No
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27	No
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions) a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a	No
b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b	No
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c	No
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29	No
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30	No
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31	No
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32	No
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33	No
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34	No
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	No
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b	
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36	
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37	No
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V ☐

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.	1a	16
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	1b	0
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	Yes
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return.	2a	28
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	2b	Yes
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	No
b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O.	3b	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a	No
b	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a	No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b	No
c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	5c	
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a	No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b	
7	Organizations that may receive deductible contributions under section 170(c).		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a	
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c	
d	If "Yes," indicate the number of Forms 8282 filed during the year.	7d	
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e	
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f	
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g	
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h	
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8	
9a	Did the sponsoring organization make any taxable distributions under section 4966?	9a	
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b	
10	Section 501(c)(7) organizations. Enter		
a	Initiation fees and capital contributions included on Part VIII, line 12.	10a	
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.	10b	
11	Section 501(c)(12) organizations. Enter		
a	Gross income from members or shareholders.	11a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).	11b	
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a	
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	12b	
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.	13a	
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.	13b	
c	Enter the amount of reserves on hand.	13c	
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a	No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.	14b	

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.Check if Schedule O contains a response or note to any line in this Part VI. ☒**Section A. Governing Body and Management**

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

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?		No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13.	Yes	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done.	Yes	
13	Did the organization have a written whistleblower policy?	Yes	
14	Did the organization have a written document retention and destruction policy?	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization's CEO, Executive Director, or top management official.	Yes	
b	Other officers or key employees of the organization.	Yes	
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		No
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

Section C. Disclosure

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

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

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

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

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

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) CELIA R GOULD DIRECTOR	0 00	X						0	0	0
(2) KAREN ROSS SECRETARY	0 00	X						0	0	0
(3) RON DE YONG DIRECTOR	0 00	X						0	0	0
(4) KATY COBA DIRECTOR	0 00	X		X				0	0	0
(5) LUANN ADAMS COMMISSIONER	0 00	X						0	0	0
(6) JIM BARBEE DIRECTOR	0 00	X		X				0	0	0
(7) JEFF WITTE DIRECTOR/SECRETARY	0 00	X		X				0	0	0
(8) SCOTT ENRIGHT CHAIRPERSON	0 00	X		X				0	0	0
(9) MARK KILLIAN DIRECTOR	0 00	X						0	0	0
(10) DON BROWN COMMISSIONER	0 00	X						0	0	0
(11) DEREK SANDISON DIRECTOR	0 00	X						0	0	0
(12) DOUG MIYAMOTO DIRECTOR	0 00	X						0	0	0
(13) ARTHUR J KEYES IV DIRECTOR	0 00	X						0	0	0
(14) ANDREW ANDERSON EXEC DIRECTOR	40 00			X				127,802	0	45,086
(15) BRENDIA BAXTER ACCOUNTANT	40 00			X				60,290	0	12,262

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								188,092	0	57,348

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ► **1**

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

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

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

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

Part VIII Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns . . .	1a					
	b Membership dues . . .	1b					
	c Fundraising events . . .	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e					
	f All other contributions, gifts, grants, and similar amounts not included above	1f					
	g Noncash contributions included in lines 1a-1f \$ _____						
	h Total. Add lines 1a-1f ▶						
Program Service Revenue		Business Code					
	2a MARKET ACCESS PROGRAM	561000	9,165,040	9,165,040			
	b APPLICATION FEES & DUES	561000	1,123,243	1,123,243			
	c INDUSTRY ACTIVITY REV	561000	519,480	519,480			
	d TRADE SHOW REVENUE	561000	65,083	65,083			
	e _____						
	f All other program service revenue						
	g Total. Add lines 2a-2f ▶		10,872,846				
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts) ▶		197,781			197,781	
	4 Income from investment of tax-exempt bond proceeds ▶						
	5 Royalties ▶						
		(i) Real	(ii) Personal				
	6a Gross rents						
	b Less rental expenses						
	c Rental income or (loss)						
	d Net rental income or (loss) ▶						
		(i) Securities	(ii) Other				
	7a Gross amount from sales of assets other than inventory						
	b Less cost or other basis and sales expenses						
	c Gain or (loss)						
	d Net gain or (loss) ▶						
	8a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18 a						
	b Less direct expenses b						
	c Net income or (loss) from fundraising events . . . ▶						
	9a Gross income from gaming activities See Part IV, line 19 a						
	b Less direct expenses b						
	c Net income or (loss) from gaming activities . . . ▶						
	10a Gross sales of inventory, less returns and allowances . . . a						
b Less cost of goods sold . . . b							
c Net income or (loss) from sales of inventory . . . ▶							
Miscellaneous Revenue		Business Code					
11a MISCELLANEOUS	561000	36,138	36,138				
b _____							
c _____							
d All other revenue							
e Total. Add lines 11a-11d ▶		36,138					
12 Total revenue. See Instructions ▶		11,106,765	10,908,984	0	197,781		

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☐**Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.**

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.	4,681,112			
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16.	3,147,266			
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees.	245,436			
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.	694,801			
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	31,612			
9 Other employee benefits.	101,722			
10 Payroll taxes.	76,032			
11 Fees for services (non-employees):				
a Management.				
b Legal.				
c Accounting.	34,057			
d Lobbying.				
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees.				
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).	109,132			
12 Advertising and promotion.	723			
13 Office expenses.	72,164			
14 Information technology.				
15 Royalties.				
16 Occupancy.	155,524			
17 Travel.	392,881			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.				
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.	23,879			
23 Insurance.	6,974			
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):				
a INDUSTRY ACTIVITY EXPEN	1,317,542			
b MISCELLANEOUS	72,403			
c DUES	25,750			
d				
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e.	11,189,010			
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 ☐ if following SOP 98-2 (ASC 958-720)				

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part IX ☐

				(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing		1,283,812	1	1,007,288
	2	Savings and temporary cash investments		248,120	2	239,136
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		3,294,736	4	3,280,248
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L.			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L.			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		788,739	9	205,421
	10a	Land, buildings, and equipment—cost or other basis. Complete Part VI of Schedule D.	10a	163,352		
	b	Less: accumulated depreciation	10b	107,413		
				31,507	10c	55,939
	11	Investments—publicly traded securities		1,418,490	11	1,185,172
	12	Investments—other securities. See Part IV, line 11			12	
	13	Investments—program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
15	Other assets. See Part IV, line 11		1,500,000	15	1,900,000	
16	Total assets. Add lines 1 through 15 (must equal line 34)		8,565,404	16	7,873,204	
Liabilities	17	Accounts payable and accrued expenses		4,028,887	17	3,328,685
	18	Grants payable			18	
	19	Deferred revenue		937,503	19	1,027,750
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D.			21	
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D.			25	
	26	Total liabilities. Add lines 17 through 25		4,966,390	26	4,356,435
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here ☒ and complete lines 27 through 29, and lines 33 and 34.					
	27	Unrestricted net assets		3,599,014	27	3,516,769
	28	Temporarily restricted net assets			28	
	29	Permanently restricted net assets			29	
	Organizations that do not follow SFAS 117 (ASC 958), check here ☐ and complete lines 30 through 34.					
	30	Capital stock or trust principal, or current funds			30	
	31	Paid-in or capital surplus, or land, building or equipment fund			31	
	32	Retained earnings, endowment, accumulated income, or other funds			32	
	33	Total net assets or fund balances		3,599,014	33	3,516,769
34	Total liabilities and net assets/fund balances		8,565,404	34	7,873,204	

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	11,106,765
2	Total expenses (must equal Part IX, column (A), line 25)	2	11,189,010
3	Revenue less expenses Subtract line 2 from line 1	3	-82,245
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	3,599,014
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	3,516,769

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII ☒

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

Additional Data

Software ID:

Software Version:

EIN: 94-2688448

Name: WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Form 990 (2016)

Form 990, Part III, Line 4a:

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

Form 990, Part III, Line 4b:

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

Form 990, Part III, Line 4c:

TRADE SHOW ORGANIZATION

efile GRAPHIC print - DO NOT PROCESS		As Filed Data -		DLN: 93493311008057	
SCHEDULE D (Form 990) Department of the Treasury Internal Revenue Service		Supplemental Financial Statements ► Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. ► Attach to Form 990. Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.			OMB No 1545-0047 2016 Open to Public Inspection
Name of the organization WESTERN UNITED STATES AGRICULTURAL TRADE ASSOCIATION				Employer identification number 94-2688448	
Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.					
		(a) Donor advised funds		(b) Funds and other accounts	
1	Total number at end of year				
2	Aggregate value of contributions to (during year)				
3	Aggregate value of grants from (during year)				
4	Aggregate value at end of year				
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?				☐ Yes ☐ No
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?				☐ Yes ☐ No
Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.					
1	Purpose(s) of conservation easements held by the organization (check all that apply) ☐ Preservation of land for public use (e g , recreation or education) ☐ Preservation of an historically important land area ☐ Protection of natural habitat ☐ Preservation of a certified historic structure ☐ Preservation of open space				
2	Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year				
a	Total number of conservation easements	Held at the End of the Year			
b	Total acreage restricted by conservation easements	2a			
c	Number of conservation easements on a certified historic structure included in (a)	2b			
d	Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2c			
		2d			
3	Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ►				
4	Number of states where property subject to conservation easement is located ►				
5	Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?				☐ Yes ☐ No
6	Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ►				
7	Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ► \$				
8	Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?				☐ Yes ☐ No
9	In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements				
Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.					
1a	If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items				
b	If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items				
(i) Revenue included on Form 990, Part VIII, line 1		► \$			
(ii) Assets included in Form 990, Part X		► \$			
2	If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items				
a	Revenue included on Form 990, Part VIII, line 1				► \$
b	Assets included in Form 990, Part X				► \$
For Paperwork Reduction Act Notice, see the Instructions for Form 990.					
			Cat No 52283D	Schedule D (Form 990) 2016	

Part III

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

3

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

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

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

5

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

☐ Yes

☐ No

Part IV

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

1a

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

☐ Yes

☐ No

b

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

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII

☐

Part V

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

	(a)Current year	(b)Prior year	(c)Two years back	(d)Three years back	(e)Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2

Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as

a

Board designated or quasi-endowment

b

Permanent endowment

c

Temporarily restricted endowment

The percentages on lines 2a, 2b, and 2c should equal 100%

3a

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

(i) unrelated organizations

(ii) related organizations

b

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

	Yes	No
3a(i)		
3a(ii)		
3b		

4

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

Part VI

Land, Buildings, and Equipment.
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment	163,352		107,413	55,939
e Other				
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c))				55,939

Part VII

Investments—Other Securities. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11b.
See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other _____		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 12.) ▶		

Part VIII

Investments—Program Related. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c.
See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 13.) ▶		

Part IX

Other Assets. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d See Form 990, Part X, line 15

(a) Description	(b) Book value
(1) COMPLIANCE RESERVE	1,900,000
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15.) ▶	1,900,000

Part X

Other Liabilities. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f.
See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value	
(1) Federal income taxes		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 25.) ▶		

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements	1	11,106,765
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains (losses) on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII)	2d	
e	Add lines 2a through 2d	2e	0
3	Subtract line 2e from line 1	3	11,106,765
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII)	4b	
c	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	11,106,765

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements	1	11,189,010
2	Amounts included on line 1 but not on Form 990, Part IX, line 25		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII)	2d	
e	Add lines 2a through 2d	2e	0
3	Subtract line 2e from line 1	3	11,189,010
4	Amounts included on Form 990, Part IX, line 25, but not on line 1 :		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII)	4b	
c	Add lines 4a and 4b	4c	0
5	Total expenses Add lines 3 and 4c . (This must equal Form 990, Part I, line 18)	5	11,189,010

Part XIII Supplemental Information

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

Return Reference	Explanation	
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Part XIII	Supplemental Information <i>(continued)</i>
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Return Reference	Explanation
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**SCHEDULE F
(Form 990)**

Statement of Activities Outside the United States

OMB No 1545-0047

2016

**Open to Public
Inspection**

Department of the Treasury
Internal Revenue Service

► Complete if the organization answered "Yes" to Form 990,
Part IV, line 14b, 15, or 16.

► Attach to Form 990. ► See separate instructions.

► Information about Schedule F (Form 990) and its instructions is at www.irs.gov/form990.

Name of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Employer identification number

94-2688448

Part I General Information on Activities Outside the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 14b.

1 For grantmakers. Does the organization maintain records to substantiate the amount of its grants and other assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ **Yes** ☐ **No**

2 For grantmakers. Describe in Part V the organization's procedures for monitoring the use of its grants and other assistance outside the United States

3 Activities per Region (The following Part I, line 3 table can be duplicated if additional space is needed)

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in region	(d) Activities conducted in region (by type) (e g , fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for and investments in region
See Add'l Data					
3a Sub-total	36	0			3,147,266
b Total from continuation sheets to Part I	0	0			0
c Totals (add lines 3a and 3b)	36	0			3,147,266

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 15, for any recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.

[illegible]

2	Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter	▶	_____
3	Enter total number of other organizations or entities	▶	_____

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

[illegible]

Part IV Foreign Forms

- 1 Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926, Return by a U S Transferor of Property to a Foreign Corporation (see Instructions for Form 926)* ☐ Yes ☒ No
- 2 Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to separately file Form 3520, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U S Owner (see Instructions for Forms 3520 and 3520-A)* ☐ Yes ☒ No
- 3 Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U S Persons with Respect to Certain Foreign Corporations (see Instructions for Form 5471)* ☐ Yes ☒ No
- 4 Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund (see Instructions for Form 8621)* ☐ Yes ☒ No
- 5 Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U S Persons with Respect to Certain Foreign Partnerships (see Instructions for Form 8865)* ☐ Yes ☒ No
- 6 Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to separately file Form 5713, International Boycott Report (see Instructions for Form 5713)* ☐ Yes ☒ No

Part V **Supplemental Information**

Provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information (see instructions).

Return Reference	Explanation
PART I, LINE 2	INVOICES WITH BACKUP ARE SUBMITTED TO WUSATA FOR APPROVAL AND PAYMENT THEN AUDITED BY WUSATA AND THE USDA

Additional Data

Software ID:

Software Version:

EIN: 94-2688448

Name: WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Form 990 Schedule F Part I - Activities Outside The United States

(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region	(d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for region
EAST ASIA AND THE PACIFIC	16	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	1,864,311
EUROPE (INCLUDING ICELAND AND GREENLAND)	6	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	256,362
MIDDLE EAST AND NORTH AFRICA	7	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	371,564

Form 990 Schedule F Part I - Activities Outside The United States

(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region	(d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for region
NORTH AMERICA	3	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	216,700
SOUTH ASIA	2	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	414,850
CENTRAL AMERICA AND THE CARIBBEAN	0	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	

Form 990 Schedule F Part I - Activities Outside The United States

(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region	(d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for region
RUSSIA AND NEIGHBORING STATES - ARMENIA, AZERBIJAN, BELARUS,	1	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	6,474
SOUTH AMERICA	1	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	17,005

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		5,882	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		10,104	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		30,000	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		20,259	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		38,444	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		874,133	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		66,061	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		186,070	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		12,054	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		44,910	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		10,459	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		177,272	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		82,479	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		19,806	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EAST ASIA AND THE PACIFIC		273,617	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC		12,762	WIRE TRANSFER OR CHECK			

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

(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EUROPE (INCLUDING ICELAND & GREENLAND)		9,032	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND & GREENLAND)		136,962	WIRE TRANSFER OR CHECK			

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

(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EUROPE (INCLUDING ICELAND & GREENLAND)		60,419	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND & GREENLAND)		22,687	WIRE TRANSFER OR CHECK			

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

(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		EUROPE (INCLUDING ICELAND & GREENLAND)		17,453	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND & GREENLAND)		9,809	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA		131,815	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA		38,497	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA		7,181	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA		70,413	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA		98,037	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA		20,561	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		MIDDLE EAST AND NORTH AFRICA		5,059	WIRE TRANSFER OR CHECK			
		NORTH AMERICA		31,398	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		NORTH AMERICA		27,500	WIRE TRANSFER OR CHECK			
		NORTH AMERICA		157,802	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		RUSSIA AND NEIGHBORING STATES		6,474	WIRE TRANSFER OR CHECK			
		SOUTH AMERICA		17,004	WIRE TRANSFER OR CHECK			

Form 990 Schedule F Part II - Grants or Entities Outside The United States								
(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		SOUTH ASIA		16,191	WIRE TRANSFER OR CHECK			
		SOUTH ASIA		398,659	WIRE TRANSFER OR CHECK			

efile GRAPHIC print - DO NOT PROCESS

As Filed Data -

DLN: 93493311008057

Schedule I
(Form 990)

OMB No 1545-0047

2016

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations,
Governments and Individuals in the United States
Complete if the organization answered "Yes," on Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990.
▶ Information about Schedule I (Form 990) and its instructions is at www.irs.gov/form990.

Name of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Employer identification number
94-2688448

Part I

General Information on Grants and Assistance

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

☒ Yes ☐ No
- 2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II

Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
See Additional Data Table							
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

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

3 Enter total number of other organizations listed in the line 1 table ▶ 140

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22

Part III can be duplicated if additional space is needed

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					
(7)					

Part IV **Supplemental Information.** Provide the information required in Part I, line 2, Part III, column (b), and any other additional information.

Return Reference	Explanation
PART I, LINE 2	INVOICES WITH BACKUP ARE SUBMITTED TO WUSATA FOR APPROVAL AND PAYMENT THEN AUDITED BY WUSATA AND THE USDA

Additional Data

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

Form 990,Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
ADELSHEIM VINYARD 16800 NE CALKINS LN NEWBERG, OR 97132	93-1151769		7,378				ASSIST WITH PROMOTING PRODUCTS
AFFINITY WEB DEVELOPMENT LLC DBA AVIBE WEB DEVEL PO BOX 1196 PORTLAND, OR 97207	14-1931556		669,163				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
AIRELLE SKINCARE LLC 12100 WILSHIRE BLVD 8TH FLOOR LOS ANGELES, CA 90025	45-5577351		9,297				ASSIST WITH PROMOTING PRODUCTS
ALL BERRY & FRUITS 7920 SE HAWTHORNE BLVD PORTLAND, OR 97215			5,249				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
AMSTUR LLC 7909 WALERGA RD 112-1281 SACRAMENTO, CA 95843	47-1421240		7,664				ASSIST WITH PROMOTING PRODUCTS
AQUAE CARE 565 CENTURY CT KALAMATH FALLS, OR 97601	22-3345046		12,104				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
ARNEL'S ORIGINALS 381 SONOMA CT VENTURA, CA 93004	27-0305114		9,141				ASSIST WITH PROMOTING PRODUCTS
BARD VALLEY DATE GROWERS ASSOC 538 E 16TH STREET 201 YUMA, WA 85364	33-0250345		53,706				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
BEANFIELDS 11693 SAN VICENTE BLVD 328 LOS ANGELES, CA 90049	27-3628699		57,837				ASSIST WITH PROMOTING PRODUCTS
BENTON ENTERPRISES LLC 18252 AVE 20 MODERA, CA 93637	46-2693505		6,164				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
BEST NUT COMPANY PO BOX 1317 RIPON, CA 95366	46-3769396		7,019				ASSIST WITH PROMOTING PRODUCTS
BEYOND CONNECTIONS PO BOX 5130 PASADENA, CA 91117	45-3561386		5,915				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
B-FOR INTERNATIONAL 520 WILLIAM ST E FREDRICKBURG, VA 22401	36-3471655		17,577				ASSIST WITH PROMOTING PRODUCTS
BORNSTEIN SEAFOODS INC 1001 HILTON AVE BELLINGHAM, WA 98225	91-0150897		41,421				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
BOULDER ORGANIC FOODS 6363 HORIZON LN NIWOT, CO 80503	27-0055906		17,104				ASSIST WITH PROMOTING PRODUCTS
BRAD BARRY COMPANY LTD 14020 CENTRAL AVE 580 CHINO, CA 91710	95-2940976		100,417				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
BRAZI BITES 1836 NE 7TH AVE 203 PORTLAND, OR 97212	27-4009259		17,811				ASSIST WITH PROMOTING PRODUCTS
CAL RANCH INC 2628 CONCORD BLVD CONCORD, CA 94519	68-0414848		6,482				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CALIFORNIA HARITAGE MILLS INC PO BOX 715 MAXWELL, CA 95955	45-3246264		6,404				ASSIST WITH PROMOTING PRODUCTS
CANIDAE CORPORATION 376 CENTER ST 129 CHULA VISTA, CA 91910	77-0448323		21,863				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CAS INTERGLOBAL LLC 4683 CHABOT DR 280 PLEASANTON, CA 94588	46-2774194		7,404				ASSIST WITH PROMOTING PRODUCTS
CHEF HAK INC 1203 S SPAULDING AVE LOS ANGELES, CA 90019			6,425				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
COLORADO DEPT OF AGRICULTURE 305 INTERLOKEN PKWY BROOMFIELD, CO 80021	98-1505100		15,293				ASSIST WITH PROMOTING PRODUCTS
COLUMBIA MARKETING INTERNATIONAL PO BOX 3361 WENATCHEE, WA 98807	61-1694046		5,616				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CONNECTS MARKETING GROUP PO BOX 1027 LANGLEY, WA 98260	45-0970818		78,650				ASSIST WITH PROMOTING PRODUCTS
COUNTRY ARCHER 44474 W NEES FIREBAUGH, CA 93622	45-2303224		13,147				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CRAIN WALNUT SHELLING INC 10695 DECKER AVE LOS MOLINOS, CA 96080	68-0164875		28,255				ASSIST WITH PROMOTING PRODUCTS
CROPSOURCE INTERNATIONAL LLC 1655 N MAIN ST 395 WALNUT CREEK, CA 94596	94-3407699		286,843				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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DERCO FOODS 2670 WEST SHAW LANE FRESNO, CA 93711	77-0078654		25,491				ASSIST WITH PROMOTING PRODUCTS
DFS GOURMET SPECIALTIES PO BOX 711146 SALT LAKE CITY, UT 84171	26-1795524		27,126				ASSIST WITH PROMOTING PRODUCTS

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EARTH ISLAND PO BOX 9400 CANOGA PARK, CA 91309	68-0444681		40,502				ASSIST WITH PROMOTING PRODUCTS
EAST-WEST SPECIALTY SAUCES INC 950 VALLEJO ST DENVER, CO 80204	84-1184604		5,664				ASSIST WITH PROMOTING PRODUCTS

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ERKER TRADING 113 ENSIGN ST FORT MORGAN, CO 80701	27-2268569		9,572				ASSIST WITH PROMOTING PRODUCTS
EXCEL TRADE LLC 2411 W HALLADAY ST SEATTLE, WA 98199	20-5064817		8,150				ASSIST WITH PROMOTING PRODUCTS

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EXPLANATION VIDEOS 3300 NW 185TH AVE 325 PORTLAND, OR 97229			30,777				ASSIST WITH PROMOTING PRODUCTS
FRESH DIRECT LTD 15 WASHINGTON ST 207 MONTE VISTA, CO 81144	46-0933330		28,577				ASSIST WITH PROMOTING PRODUCTS

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FULLER FOODS 5040 SE MILWAUKIE AVE PORTLAND, OR 97202	46-1585674		6,145				ASSIST WITH PROMOTING PRODUCTS
FUNCTIONAL NUTRIMENTS LLC 148 KULIPUU ST KIHEI, HI 96753	26-3880555		14,417				ASSIST WITH PROMOTING PRODUCTS

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GALVIN COMMUNICATIONS 4133 NE 32ND PLACE PORTLAND, OR 97211	20-2193938		9,000				ASSIST WITH PROMOTING PRODUCTS
GEORGE F BROCKE & SONS INC PO BOX 159 KENDRICK, ID 83537	82-0193774		14,132				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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GFO INC 1030 E WASHINGTON ST POWELL, WY 82435	45-4080514		5,948				ASSIST WITH PROMOTING PRODUCTS
GISI MARKETING GROUP 17400 SW UPPER BOONES FERRY RD 210 PORTLAND, OR 97224	93-0568981		7,402				ASSIST WITH PROMOTING PRODUCTS

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GLOBAL MERCHANDISING CORP 2525 16TH ST 321 SAN FRANCISCO, CA 94103	94-1384854		6,663				ASSIST WITH PROMOTING PRODUCTS
GLUTEN FREE PARIRIE 116 E MAIN ST MANHATAN, MT 59741	45-4588299		6,626				ASSIST WITH PROMOTING PRODUCTS

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GODDESS GARDEN 1821 LEFTHAND CR D LONGMONT, CO 80501	84-1466813		18,055				ASSIST WITH PROMOTING PRODUCTS
GRAND NAPA VINEYARDS 8461 ST HELENA HWY NAPA, CA 94558	26-3382767		18,794				ASSIST WITH PROMOTING PRODUCTS

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GROWER DIRECT NUT COMPANY INC 2288 GEER RD HUGHSON, CA 95326	20-1390940		7,269				ASSIST WITH PROMOTING PRODUCTS
HILLTOP RANCH INC 13890 LOONEY ROAD BALLICO, CA 95303	77-0529522		9,817				ASSIST WITH PROMOTING PRODUCTS

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HMI HAMILTON MANUFACTURING INC 901 RUSSET ST TWIN FALLS, ID 83301	82-0429274		31,163				ASSIST WITH PROMOTING PRODUCTS
HOTLIPS SODA 1432 SE 22ND AVE PORTLAND, OR 97214	93-1324562		7,238				ASSIST WITH PROMOTING PRODUCTS

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HSIN TUNG YANG FOODS CO 405 S AIRPORT BLVD S SAN FRANCISCO, CA 94080	94-2598045		9,790				ASSIST WITH PROMOTING PRODUCTS
HUGHSON NUT INC 1233 PASEO VERDE DRIVE MERCED, CA 95348	77-0077602		31,480				ASSIST WITH PROMOTING PRODUCTS

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IDAHO STATE DEPT OF AGRICULTURE 2270 PENITENTIARY ROAD BOISE, ID 83712	82-6000952		21,929				ASSIST WITH PROMOTING PRODUCTS
IMP 1320 S AURORA ST STOCKTON, CA 95206	27-2264544		14,302				ASSIST WITH PROMOTING PRODUCTS

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INFOSEA CO 1611 MARKET ST KIRKLAND, WA 89033	91-1855666		30,717				ASSIST WITH PROMOTING PRODUCTS
INNOVATIVE BEVERAGE CONCEPTS 9600 RESEARCH DR IRVINE, CA 92618	33-0792633		23,778				ASSIST WITH PROMOTING PRODUCTS

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INTERNATIONAL MARKET BRANDS 516 6TH ST SOUTH 100 KIRKLAND, WA 98033	93-0962279		14,298				ASSIST WITH PROMOTING PRODUCTS
JEFFREY SUTICH 3495 NIBLICK DRIVE SPARKS, NV 89431			17,136				ASSIST WITH PROMOTING PRODUCTS

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JOHNNY'S FINE FOODS INC 319 E 25TH ST TACOMA, WA 98421	27-2829690		79,371				ASSIST WITH PROMOTING PRODUCTS
JUSTIN RIGGS 1419 PIIKOI ST UNIT C HONOLULU, HI 96822			6,228				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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KEETON INDURTRIES INC 1520 AQUATIC DR WELLINGTON, CO 80549	84-0753737		5,336				ASSIST WITH PROMOTING PRODUCTS
L7 TRADING LLC 17408 HIGHWAY 14 STERLING, CO 80751	81-1089577		10,320				ASSIST WITH PROMOTING PRODUCTS

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LIBERTY GOLD FRUIT CO LP 500 ECCLES AVE S SAN FRANCISCO, CA 94080	94-1051643		29,313				ASSIST WITH PROMOTING PRODUCTS
LUCHY FOODS LLC 7774 SW NIMBUS AVE BLDG 10 BEAVERTON, OR 97008	93-1310889		9,986				ASSIST WITH PROMOTING PRODUCTS

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LUKE'S ORGANIC 903 PACIFIC AVE 203A SANTA CRUZ, CA 95060	27-4420426		102,243				ASSIST WITH PROMOTING PRODUCTS
LYNN DODGE 895 WILLINGTON DR SPRING CREEK, NV 89815			6,930				ASSIST WITH PROMOTING PRODUCTS

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MADRONA SPECIALTY FOODS 18300 CASCADE AVE S 260 TUKWILA, WA 98188	90-0109274		56,209				ASSIST WITH PROMOTING PRODUCTS
MANOA CHOCOLATE HAWAII 315 ULUNI U 203 KAILUA, HI 96734	45-4310408		6,700				ASSIST WITH PROMOTING PRODUCTS

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MARIANI PACKING COMPANY 500 CROCKER DRIVE VACAVILLE, CA 95688	94-2830833		34,638				ASSIST WITH PROMOTING PRODUCTS
MAYFLOWER PARK HOTEL 405 OLIVE WAY SEATTLE, WA 98101	91-0869457		12,774				ASSIST WITH PROMOTING PRODUCTS

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MIA'S KITCHEN INC 485 1ST STREET W SONOMA, CA 95476	45-4139438		9,241				ASSIST WITH PROMOTING PRODUCTS
MID EAST FOODS 14752 FORREST LN WESTMINSTER, CA 92683			8,213				ASSIST WITH PROMOTING PRODUCTS

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MILBRANDT VINEYARDS PO BOX 878 23934 RD T1 SW MATTAWA, WA 99349	48-1292332		10,090				ASSIST WITH PROMOTING PRODUCTS
MONTANA DEPT OF AGRICULTURE PO BOX 200201 HELENA, MT 59620	81-0302402		5,025				ASSIST WITH PROMOTING PRODUCTS

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NEW MEXICO DEPT OF AGRICULTURE PO BOX 30005 MSC 3189 LAS CRUSES, NM 88003	85-6000401		7,227				ASSIST WITH PROMOTING PRODUCTS
NICHOLS FARMS 13762 1ST AVE HANDFORD, CA 93230	77-0265167		5,516				ASSIST WITH PROMOTING PRODUCTS

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NONA LIM 3310 PERALTA ST OAKLAND, CA 94608			11,764				ASSIST WITH PROMOTING PRODUCTS
OAK OVERSEAS 112 CABARRUS AVE E CONCORD, NC 28025	20-3621392		53,702				ASSIST WITH PROMOTING PRODUCTS

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OREGON DEPT OF AGRICULTURE 635 CAPITOL ST NE SALEM, OR 97301	93-6001759		11,177				ASSIST WITH PROMOTING PRODUCTS
OREGON HARVEST LLC 9348 N PENINSULAR AVE PORTLAND, OR 97217	27-1757400		31,659				ASSIST WITH PROMOTING PRODUCTS

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OREGON SEAFOODS 723 SOUTH 2ND ST COOS BAY, OR 97420	27-3324669		8,157				ASSIST WITH PROMOTING PRODUCTS
PACIFIC CROSSING COMPANY 9901 242ND PLACE SW EDMONDS, WA 98020	45-3054513		322,399				ASSIST WITH PROMOTING PRODUCTS

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PACIFIC VALLEY FOODS 2700 RICHARDS RD 101 BELLEVUE, WA 98005	91-0947444		22,556				ASSIST WITH PROMOTING PRODUCTS
PEARL CROP INC 1550 INDUSTRIAL DR STOCKTON, CA 95206	27-1834327		14,792				ASSIST WITH PROMOTING PRODUCTS

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PERFORMANCE ENHANCING MEAT SNACKS INC 7400 E CRESTLINE CR 130 GREENWOOD VILLAGE, CO 80111	90-0539910		27,690				ASSIST WITH PROMOTING PRODUCTS
PETCHUP INC 11211 QUIVOS LOOP WESTMINSTER, CO 80234	27-0394030		7,636				ASSIST WITH PROMOTING PRODUCTS

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POINDEXTER NUT CO 5414 E FLORAL AVE SELMA, CA 93662	46-2070320		30,221				ASSIST WITH PROMOTING PRODUCTS
POP GOURMET LLC 13400 INTERURBAN AVE S TUKWILA, WA 98168	27-2535722		52,048				ASSIST WITH PROMOTING PRODUCTS

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PRIMEX INTERNATIONAL TRADING 5777 W CENTURY BLVD 1485 LOS ANGELES, CA 90045	95-4238908		24,600				ASSIST WITH PROMOTING PRODUCTS
QUINN FOODS 2100 CENTAL AVE 108 BOULDER, CO 80301	27-3540829		13,528				ASSIST WITH PROMOTING PRODUCTS

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READY ROAST NUT CO 2805 FALCON DR MADERA, CA 93637	51-0583980		7,587				ASSIST WITH PROMOTING PRODUCTS
RED DUCK FOODS INC 2505 SE 11TH AVE 339 PORTLAND, OR 97202	46-3941654		9,942				ASSIST WITH PROMOTING PRODUCTS

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RODELLE INC 3461 PRECISION DR FORT COLLINS, CO 80528	84-0958442		6,474				ASSIST WITH PROMOTING PRODUCTS
ROMAN MEAL COMPANY INC 1416 NW 46TH ST 105-418 SEATTLE, WA 98107	91-0388850		9,466				ASSIST WITH PROMOTING PRODUCTS

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ROYAL COMFORT 10121 SE SUNNYSIDE RD 300 CLACKAMAS, OR 97015	27-3487814		16,912				ASSIST WITH PROMOTING PRODUCTS
RPAC LLC PO BOX 2138 LOS BANOS, CA 93635	87-0723803		14,536				ASSIST WITH PROMOTING PRODUCTS

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RUBY FRESH 1115 ESTHER STREET A VANCOUVER, WA 98660	77-0566853		5,291				ASSIST WITH PROMOTING PRODUCTS
SARAH E HADSELL 6606 ROCK CRYSTAL DR CLIFTON, VA 20124			10,972				ASSIST WITH PROMOTING PRODUCTS

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SCHEIDEGGER TRADING CO INC 351 CALIFORNIA ST 1400 SAN FRANCISCO, CA 94104	94-2733688		14,855				ASSIST WITH PROMOTING PRODUCTS
SEANNA GRIFFIS 509 OAK AVE WOODLAND, CA 95695			7,561				ASSIST WITH PROMOTING PRODUCTS

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SEELY FAMILY FARM INC 18865 HERMON DR CLATSKAINE, OR 97016	27-0690755		16,358				ASSIST WITH PROMOTING PRODUCTS
SELECT HARVEST USA 14827 W HARDING RD TURLOCK, CA 95380	26-3260625		53,112				ASSIST WITH PROMOTING PRODUCTS

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SFI TRADING 683 NEW YORK DR POMONA, CA 91768	30-0834161		154,010				ASSIST WITH PROMOTING PRODUCTS
SIERRA VALLEY ALMONDS 850 COMMERCE DR MADERA, CA 93637	20-5055235		7,404				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
SOGDA LIMITED INC 512 6TH ST SOUTH 201 KIRKLAND, WA 98033	91-1749635		37,203				ASSIST WITH PROMOTING PRODUCTS
SONOMA CREAMERY 21750 8TH ST E 1 SONOMA, CA 95476	45-4080052		14,550				ASSIST WITH PROMOTING PRODUCTS

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ST GEORGE SPIRITS INC 2601 MONARCH STREET ALEMEDA, CA 94501	06-1670566		12,070				ASSIST WITH PROMOTING PRODUCTS
STAHLBUSH ISLAND FARMS 3122 STAHLBUSH ISLAND ROAD CORVALLIS, OR 97333	93-1031739		7,440				ASSIST WITH PROMOTING PRODUCTS

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SUMMIT ALMONDS LLC 8680 GREENBACK LANE 250 ORANGEFILLE, CA 95662	26-1691988		27,501				ASSIST WITH PROMOTING PRODUCTS
SUN PACIFIC MARKETING GROUP 1095 E GREEN ST PASADENA, CA 91106	77-0515339		27,413				ASSIST WITH PROMOTING PRODUCTS

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SUN VALLEY RICE CO LLC 7050 EDDY RD ARBUCKLE, CA 95912	94-3320639		7,513				ASSIST WITH PROMOTING PRODUCTS
SUN-MAID GROWERS OF CALIFORNIA 13525 S BETHEL AVE KINGSBURG, CA 93631	94-0908760		290,195				ASSIST WITH PROMOTING PRODUCTS

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SUNWEST FOODS INC 1550 DREW AVE 150 DAVIS, CA 95616	68-0112985		11,864				ASSIST WITH PROMOTING PRODUCTS
TAI FOONG USA 2450-6TH AVE S 300 SEATTLE, WA 98134	91-1520829		11,024				ASSIST WITH PROMOTING PRODUCTS

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TAYLOR BROTHERS FARMS 182 WILKIE AVE YUBA CITY, CA 95991	94-2829769		22,136				ASSIST WITH PROMOTING PRODUCTS
THE FLAVOR TREE FRUIT CO LLC PO BOX 740421 LOS ANGELES, CA 90074	27-1067371		14,957				ASSIST WITH PROMOTING PRODUCTS

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THE GOOD BEAN 2980 SAN PABLO AVE BERKLEY, CA 94702	27-1689221		146,489				ASSIST WITH PROMOTING PRODUCTS
THE TEFF COMPANY PO BOX A CALDWELL, ID 83606	82-0410485		13,026				ASSIST WITH PROMOTING PRODUCTS

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TREEHOUSE CALIFORNIA ALMONDS 6914 ROAD 160 EARLIMART, CA 93219	04-3671330		6,287				ASSIST WITH PROMOTING PRODUCTS
TRIAD FISHERIES LTD PO BOX 2211 BOTHELL, WA 98041	77-0701571		9,577				ASSIST WITH PROMOTING PRODUCTS

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THE WINE RAY ZYN CO PO BOX 6161 NAPA, CA 94581	47-1713679		7,424				ASSIST WITH PROMOTING PRODUCTS
TURTLE ISLAND FOODS PO BOX 176 HOOD RIVER, OR 97031	91-1483127		74,050				ASSIST WITH PROMOTING PRODUCTS

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UNCLE ANDY'S JERKY PO BOX 1805 FT COLLINS, CO 80522			5,664				ASSIST WITH PROMOTING PRODUCTS
US Highbush Blueberry Council 1847 Iron Point Rd 100 Folsom, CA 95630	68-0487013		178,440				ASSIST WITH PROMOTING PRODUCTS

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VALLEY FIG GROWERS 2028 S THIRD ST FRESNO, CA 93702	94-1450977		29,803				ASSIST WITH PROMOTING PRODUCTS
VET WORTHY LLC 5069 ALWORTH ST B BOISE, ID 83714	47-3991777		7,738				ASSIST WITH PROMOTING PRODUCTS

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WASHINGTON ST DEPT OF AGRICULTURE PO BOX 42560 OLYMPIA, WA 98504	91-6001062		13,972				ASSIST WITH PROMOTING PRODUCTS
WESTERN EXPORT SERVICES INC 140 E 19TH AVE 201 DENVER, CO 80203	84-1163477		69,723				ASSIST WITH PROMOTING PRODUCTS

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WESTLAND DISTILLERY 2931 1ST AVE S UNIT B SEATTLE, WA 98134	91-0540007		10,862				ASSIST WITH PROMOTING PRODUCTS
WET NOSES INC 14439 167TH AVE SE MONROE, WA 98272	26-1414912		7,468				ASSIST WITH PROMOTING PRODUCTS

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WILBUR PACKING COMPANY PO BOX 3730 YUBA CITY, CA 95992	20-5985776		26,713				ASSIST WITH PROMOTING PRODUCTS
WILL-PAK FOODS INC 9431 HAVEN AVE 105 RANCHO CUCAMONGA, CA 91730	95-4846078		6,568				ASSIST WITH PROMOTING PRODUCTS

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WINDY BAY HOLDINGS LLC PO BOX 1691 WINCHESTER BAY, OR 97467	27-2877857		6,591				ASSIST WITH PROMOTING PRODUCTS
WONDERFUL CITRUS 1901 S LEXINGTON ST DELANO, CA 93215	20-5347838		115,979				ASSIST WITH PROMOTING PRODUCTS

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WORDBRIDGE COMMUNICATIONS 14616 SW GRANDVIEW LN TIGARD, OR 97224			6,915				ASSIST WITH PROMOTING PRODUCTS
XO BAKING COMPANY 21781 VENTURA BLVD 323 WOODLAND HILLS, CA 91364	27-4440295		7,904				ASSIST WITH PROMOTING PRODUCTS

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YEE-HAW PICKLE CO PO BOX 731 RIDGWAY, CO 81432	45-2718813		5,520				ASSIST WITH PROMOTING PRODUCTS
YS TRADING COMPANY 841 E ARTESIA BLVD CARSON, CA 90746	95-4574936		10,698				ASSIST WITH PROMOTING PRODUCTS

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YUKASHI SMITH 679 B KIHAPAI ST KAILUA, HI 96734			6,838				ASSIST WITH PROMOTING PRODUCTS
ZANON USA INC 14141 COVELLO ST 2A VAN NUYS, CA 91405	46-0997826		25,912				ASSIST WITH PROMOTING PRODUCTS

SCHEDULE O
(Form 990 or 990-EZ)Department of the Treasury
Internal Revenue ServiceName of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION**Supplemental Information to Form 990 or 990-EZ**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.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at
www.irs.gov/form990.

OMB No 1545-0047

2016**Open to Public
Inspection****Employer identification number**

94-2688448

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	AN E-MAILED COPY IS SENT TO THE GOVERNING BOARD FOR REVIEW BEFORE IT IS FILED

990 Schedule O, Supplemental Information

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

990 Schedule O, Supplemental Information

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

990 Schedule O, Supplemental Information

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

990 Schedule O, Supplemental Information

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