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Form 990

Return of Organization Exempt From Income Tax

OMB No 1545-0047

2018

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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
Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2019 calendar year, or tax year beginning 01-01-2018 , and ending 12-31-2018

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 \$ 9,406,340

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 2018 (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

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)

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)

16b 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

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

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

Signature of officer

2019-09-24
Date

ANDY ANDERSON EXECUTIVE DIRECTOR
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name

Preparer's signature

Date 2019-09-23

Check ☐ if self-employed

PTIN 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 (2018)

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 \$	3,956,241	including grants of \$	1,065,261)	(Revenue \$	3,995,069)
See Additional Data							

4b	(Code)	(Expenses \$	5,126,891	including grants of \$	5,126,891)	(Revenue \$	5,126,891)
See Additional Data							

4c	(Code)	(Expenses \$	496,536	including grants of \$		(Revenue \$	496,536)
See Additional Data							

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

4e	Total program service expenses ▶	9,579,668
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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
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	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? If "Yes," complete Schedule I, Parts I and II 	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? If "Yes," complete Schedule I, Parts I and III 	22	No

Part IV Checklist of Required Schedules (continued)

		Yes	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	25
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	26			
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		No
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?				7f		No
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		
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N				15		No
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O				16		No

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	1a 14		
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	1b 14		
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5 Did the organization become aware during the year of a significant diversion of the organization's assets?	5		No
6 Did the organization have members or stockholders?	6		No
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		No
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		No
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a The governing body?	8a	Yes	
b Each committee with authority to act on behalf of the governing body?	8b	Yes	
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O.	9		No

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

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

Section C. Disclosure

17 List the States with which a copy of this Form 990 is required to be filed: _____

18 Section 6104 requires an organization to make its Form 1023 (or 1024-A 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 DIRECTOR	0 00	X						0	0	0
(3) ALEXIS TAYLOR DIRECTOR	0 00	X						0	0	0
(4) BENJAMIN THOMAS DIRECTOR	0 00	X						0	0	0
(5) LUANN ADAMS DIRECTOR	0 00	X						0	0	0
(6) JIM BARBEE DIRECTOR	0 00	X						0	0	0
(7) JEFF WITTE PAST-PRESIDENT	0 00	X		X				0	0	0
(8) SCOTT ENRIGHT PRESIDENT	0 00	X		X				0	0	0
(9) MARK KILLIAN DIRECTOR	0 00	X						0	0	0
(10) DON BROWN VICE PRESIDENT	0 00	X		X				0	0	0
(11) DEREK SANDISON DIRECTOR	0 00	X						0	0	0
(12) DOUG MIYAMOTO TREASURER	0 00	X		X				0	0	0
(13) ARTHUR J KEYES IV DIRECTOR	0 00	X						0	0	0
(14) FILIFAATALI FUIAVA DIRECTOR	0 00	X						0	0	0
(15) ANDREW ANDERSON EXEC DIRECTOR	40 00			X				130,052	0	51,445
(16) BRENDIA BAXTER ACCOUNTANT	40 00			X				59,948	0	12,581

Part VII

1b Sub-Total			
1c Total from continuation sheets to Part VII, Section A			
1d Total (add lines 1b and 1c)	190,000	0	64,026

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

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

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

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

Part VIII Statement of Revenue

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

Contributions, Gifts, Grants
and Other Similar Amounts

	(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
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	8,031,284	8,031,284		
b APPLICATION FEES & DUES	561000	1,008,208	1,008,208		
c INDUSTRY ACTIVITY REV	561000	514,895	514,895		
d TRADE SHOW REVENUE	561000	59,049	59,049		
e					
f All other program service revenue					
g Total. Add lines 2a-2f ▶		9,613,436			

Other Revenue

3 Investment income (including dividends, interest, and other similar amounts) ▶		-212,156			-212,156
4 Income from investment of tax-exempt bond proceeds ▶					
5 Royalties ▶					
6a Gross rents	(i) Real	(ii) Personal			
b Less rental expenses					
c Rental income or (loss)					
d Net rental income or (loss) ▶					
7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
b Less cost or other basis and sales expenses					
c Gain or (loss)					
d Net gain or (loss) ▶					
8a Gross income from fundraising events (not including \$ of contributions reported on line 1c) See Part IV, line 18 a					
b Less direct expenses b					
c Net income or (loss) from fundraising events ▶					
9a Gross income from gaming activities See Part IV, line 19 a					
b Less direct expenses b					
c Net income or (loss) from gaming activities ▶					
10a Gross sales of inventory, less returns and allowances a					
b Less cost of goods sold b					
c Net income or (loss) from sales of inventory ▶					
Miscellaneous Revenue	Business Code				
11a MISCELLANEOUS	561000	5,060	5,060		
b					
c					
d All other revenue					
e Total. Add lines 11a-11d ▶		5,060			
12 Total revenue. See Instructions ▶		9,406,340	9,618,496	0	-212,156

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.	4,155,501			
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.	2,036,651			
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees.	254,026			
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.	693,154			
8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions).				
9 Other employee benefits.	115,812			
10 Payroll taxes.	81,129			
11 Fees for services (non-employees):				
a Management.				
b Legal.	51,011			
c Accounting.	45,638			
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).	92,759			
12 Advertising and promotion.	4,801			
13 Office expenses.	27,837			
14 Information technology.				
15 Royalties.				
16 Occupancy.	161,321			
17 Travel.	163,949			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.	275,254			
20 Interest.				
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.	17,482			
23 Insurance.	7,217			
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	1,617,060			
b CONTRIBUTIONS	20,000			
c MISCELLANEOUS	10,235			
d				
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e.	9,830,837			
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		134,834	1	149,944	
	2	Savings and temporary cash investments		141,857	2	175,934	
	3	Pledges and grants receivable, net			3		
	4	Accounts receivable, net		2,597,841	4	3,189,787	
	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		859,881	9	704,115	
	10a	Land, buildings, and equipment—cost or other basis. Complete Part VI of Schedule D.	10a	168,475			
	b	Less: accumulated depreciation	10b	143,786	38,706	10c	24,689
	11	Investments—publicly traded securities		1,732,738	11	910,840	
	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		1,900,000	15	1,900,000	
16	Total assets. Add lines 1 through 15 (must equal line 34)		7,405,857	16	7,055,309		
Liabilities	17	Accounts payable and accrued expenses		2,740,061	17	2,737,661	
	18	Grants payable			18		
	19	Deferred revenue		818,105	19	894,454	
	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		3,558,166	26	3,632,115	
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		3,847,691	27	3,423,194	
	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		3,847,691	33	3,423,194		
34	Total liabilities and net assets/fund balances		7,405,857	34	7,055,309		

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	9,406,340
2	Total expenses (must equal Part IX, column (A), line 25)	2	9,830,837
3	Revenue less expenses Subtract line 2 from line 1	3	-424,497
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	3,847,691
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	3,423,194

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 (2018)

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: 93493280005169	
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. ► Go to www.irs.gov/Form990 for the latest information.			OMB No 1545-0047 2018 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					
				Held at the End of the Year	
a Total number of conservation easements				2a	
b Total acreage restricted by conservation easements				2b	
c Number of conservation easements on a certified historic structure included in (a)				2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register				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) 2018	

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	168,475	143,786	24,689
e	Other			
Total.	Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c))			24,689

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
(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 ☐

Schedule D (Form 990) 2018

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	9,406,340
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	9,406,340
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	9,406,340

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	9,830,837
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	9,830,837
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	9,830,837

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
------------------	-------------

Part XIII	Supplemental Information <i>(continued)</i>
------------------	--

Return Reference	Explanation
------------------	-------------

**SCHEDULE F
(Form 990)**

Department of the Treasury
Internal Revenue Service

Name of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Statement of Activities Outside the United States

- Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.
► Attach to Form 990.
► Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No 1545-0047

2018

**Open to Public
Inspection**

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
(1) See Add'l Data					
(2)					
(3)					
(4)					
(5)					
3a Sub-total	32	0			2,036,650
b Total from continuation sheets to Part I					0
c Totals (add lines 3a and 3b)	32	0			2,036,650

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.

1	(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)
(1)	See Add'l Data								
(2)									
(3)									
(4)									
(5)								Schedule F (Form 990) 2018	
(6)									
(7)									
(8)									
(9)									
(10)									
(11)									
(12)									
(13)									
(14)									
(15)									
(16)									

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.

Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Region	(c) Number of recipients	(d) Amount of cash grant	(e) Manner of cash disbursement	(f) Amount of non-cash assistance	(g) Description of non-cash assistance	(h) Method of valuation (book, FMV, appraisal, other)
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							
(13)							
(14)							
(15)							
(16)							
(17)							
(18)							

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, don't file with Form 990)* ☐ 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, don't file with Form 990)* ☐ 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).

990 Schedule F, Supplemental 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 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	15	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	1,013,964
EUROPE (INCLUDING ICELAND AND GREENLAND)	5	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	294,237

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
MIDDLE EAST AND NORTH AFRICA	7	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	543,877
NORTH AMERICA	4	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	152,738

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
SOUTH ASIA	1	0	PROGRAM SERVICES	ASSIST WITH PROMOTING PRODUCTS	31,834

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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		5,246	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		15,000	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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		3,902	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		10,000	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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		23,094	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		95,849	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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		169,813	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		6,887	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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		43,694	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		184,155	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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		13,853	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		11,670	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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		31,079	WIRE TRANSFER OR CHECK			
		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		158,535	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 - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,		241,185	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND & GREENLAND) - ALBANIA, ANDORRA, AUSTRIA, BELGIUM		65,745	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) - ALBANIA, ANDORRA, AUSTRIA, BELGIUM		135,102	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND & GREENLAND) - ALBANIA, ANDORRA, AUSTRIA, BELGIUM		13,096	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) - ALBANIA, ANDORRA, AUSTRIA, BELGIUM		30,199	WIRE TRANSFER OR CHECK			
		EUROPE (INCLUDING ICELAND & GREENLAND) - ALBANIA, ANDORRA, AUSTRIA, BELGIUM		50,095	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 - ALGERIA, BAHRAIN, DJIBOUTI, EGYPT,		153,456	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA - ALGERIA, BAHRAIN, DJIBOUTI, EGYPT,		10,176	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 - ALGERIA, BAHRAIN, DJIBOUTI, EGYPT,		31,789	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA - ALGERIA, BAHRAIN, DJIBOUTI, EGYPT,		273,858	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 - ALGERIA, BAHRAIN, DJIBOUTI, EGYPT,		8,084	WIRE TRANSFER OR CHECK			
		MIDDLE EAST AND NORTH AFRICA - ALGERIA, BAHRAIN, DJIBOUTI, EGYPT,		49,367	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 - ALGERIA, BAHRAIN, DJIBOUTI, EGYPT,		17,147	WIRE TRANSFER OR CHECK			
		NORTH AMERICA - CANADA AND MEXICO, BUT NOT THE UNITED STATES		24,173	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 - CANADA AND MEXICO, BUT NOT THE UNITED STATES		43,561	WIRE TRANSFER OR CHECK			
		NORTH AMERICA - CANADA AND MEXICO, BUT NOT THE UNITED STATES		65,604	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 - CANADA AND MEXICO, BUT NOT THE UNITED STATES		19,400	WIRE TRANSFER OR CHECK			
		SOUTH ASIA - AFGHANISTAN, BANGLADESH, BHUTAN, INDIA, MALDIVES, NEPAL, PAKIS		31,834	WIRE TRANSFER OR CHECK			

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

Schedule I
(Form 990)

Department of the
Treasury
Internal Revenue Service

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

Complete if the organization answered "Yes," on Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990.
▶ Go to www.irs.gov/Form990 for the latest information.

OMB No 1545-0047

2018

Open to Public
Inspection

Name of the organization
WESTERN UNITED STATES AGRICULTURAL
TRADE ASSOCIATION

Employer identification number
94-2688448

Part I General Information on Grants and Assistance

- 1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ Yes ☐ No
- 2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II Grants and Other Assistance to 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 noncash assistance	(h) Purpose of grant or assistance
(1) See Additional Data							
(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 ▶

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 noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash 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
1908 BRANDS 2100 CENTRAL AVE 201 BOULDER, CO 80301	27-2022136		29,241				ASSIST WITH PROMOTING PRODUCTS
AFFINITY WEB DEVELOPMENT LLC DBA AVIBE WEB DEVEL PO BOX 1196 PORTLAND, OR 97207	14-1931556		296,735				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
AIRFIELD ESTATES WINERY 560 MERLOT DR PROSSER, WA 99350	20-3458865		5,119				ASSIST WITH PROMOTING PRODUCTS
ALFALFA KING HC 72 BOX 8698 HWY 264 DYER, NV 89010	94-3389300		7,800				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
ALVARADO STREET BAKERY 2225 S MCDOWELL BLVD PETALUMA, CA 94954	94-2682636		20,762				ASSIST WITH PROMOTING PRODUCTS
ANDREW ANDERSON 27603 NE 355TH CR YACOLT, WA 98675			6,233				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
APPLEWOOD SEED COMPANY 5380 VIVIAN STREET ARVADA, CO 80002	84-0671900		5,099				ASSIST WITH PROMOTING PRODUCTS
BARD VALLEY DATE GROWERS ASSOC 538 E 16TH STREET 201 YUMA, WA 85364	33-0250345		20,622				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
ZAKARY BARELA 5043 VISTA CHICO LOOP LAS CRUCES, NM 88012			9,516				ASSIST WITH PROMOTING PRODUCTS
BC INT'L TRADING & SUPPORT 6363 S PECOS RD 207 LAS VEGAS, NV 89120	20-0950272		25,675				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
BELLA VIVA ORCHARDS INC PO BOX 249 HUGHSON, CA 95326	42-1693953		18,950				ASSIST WITH PROMOTING PRODUCTS
NATHANIEL BILY 6162 CHESTERFIELD LN RENO, NV 89523			8,985				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
BITE FUEL LLC 14210 FIR ST F OREGON CITY, OR 97045	47-1055035		38,641				ASSIST WITH PROMOTING PRODUCTS
BRAD BARRY COMPANY LTD 14020 CENTRAL AVE 580 CHINO, CA 91710	95-2940976		58,850				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		36,163				ASSIST WITH PROMOTING PRODUCTS
CA CUT FLOWER COMMISSION PO BOX 90225 SANTA BARBARA, CA 93190	68-0318123		99,647				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
CAL RANCH INC 2628 CONCORD BLVD CONCORD, CA 94519	68-0414848		22,362				ASSIST WITH PROMOTING PRODUCTS
CALIFORNIA PISTACHIO ORCHARDS PO BOX 569 KETTLEMAN CITY, CA 93239	77-0356744		6,949				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 COAST NATURALS 12477 CALLE REAL GOLETA, CA 93117	27-2089770		5,262				ASSIST WITH PROMOTING PRODUCTS
CALWAY FOODS 2005 DE LA CRUZ BLVD 34 SANTA CLARA, CA 95050	26-2587986		5,689				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		5,930				ASSIST WITH PROMOTING PRODUCTS
COLORADO DEPT OF AGRICULTURE 305 INTERLOCKEN PKWY BROOMFIELD, CO 80021	98-1505100		18,300				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		91,920				ASSIST WITH PROMOTING PRODUCTS
CRAFTED BRAND COMPANY 533 2ND STREET ENCINITAS, CA 92024	47-3417606		8,517				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 AVENUE LOS MOLINOS, CA 96080	68-0164875		20,635				ASSIST WITH PROMOTING PRODUCTS
CROPSOURCE INTERNATIONAL LLC 1655 N MAIN ST 395 WALNUT CREEK, CA 94596	94-3407699		195,782				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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CULINARY FARMS 1244 E BEAMER STREET WOODLAND, CA 95776	68-0323441		8,289				ASSIST WITH PROMOTING PRODUCTS
DOUBLE DATE PACKING INC 86301 INDUSTRIAL WAY CHOACHELLA, CA 92236	47-3820850		8,945				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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DUVERGER 1445 STELLAR DR OXNARD, CA 93033	26-2371561		6,529				ASSIST WITH PROMOTING PRODUCTS
EARTH ISLAND PO BOX 9400 CANOGA PARK, CA 91309	68-0444681		62,200				ASSIST WITH PROMOTING PRODUCTS

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ELK COVE VINEYARDS INC 27751 NW OLSON ROAD GASTON, OR 97119	93-1171831		6,700				ASSIST WITH PROMOTING PRODUCTS
ELYPTOL INC 2500 BROADWAY F-125 SANTA MONICA, CA 90404	46-4756364		10,247				ASSIST WITH PROMOTING PRODUCTS

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EMERALD BEVERAGES INC 9524 HIGHRIDGE DR BEVERLY HILLS, CA 90210	61-1776766		16,589				ASSIST WITH PROMOTING PRODUCTS
FARM TO TABLE BERRIES 1131 I STREET REEDLEY, CA 93654	20-2370748		12,811				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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FIRESTONE PACIFIC FOODS PO BOX 61928 VANCOUVER, WA 98666	91-1634529		38,149				ASSIST WITH PROMOTING PRODUCTS
FLAP JACKED 960 W 124TH AVE 100 WESTMINSTER, CO 80234	46-2065599		14,924				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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FLAVOR CONSULTANTS INC 2875 COLEMAN ST NORTH LAS VEGAS, NV 89032	61-1442088		5,265				ASSIST WITH PROMOTING PRODUCTS
FLAVOR TRAIN LLC 150 VALLEY VIEW WAY BOULDER, CO 80304	82-2022962		6,170				ASSIST WITH PROMOTING PRODUCTS

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FRESH DIRECT LTD 15 WASHINGTON ST 207 MONTE VISTA, CO 81144	46-0933330		23,094				ASSIST WITH PROMOTING PRODUCTS
FRESH NATURE FOODS LLC 8306 N WALL STREET SPOKANE, WA 99208			19,824				ASSIST WITH PROMOTING PRODUCTS

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FULLER FOODS 5040 SE MILWAUKIE AVE PORTLAND, OR 97202	46-1585674		20,418				ASSIST WITH PROMOTING PRODUCTS
GANESHA ENTERPRISES 5200 SIGSTORM DR CARSON CITY, NV 89706	20-8423477		36,107				ASSIST WITH PROMOTING PRODUCTS

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GFO INC 1030 E WASHINGTON ST POWELL, WY 82435	45-4080514		5,889				ASSIST WITH PROMOTING PRODUCTS
GISI MARKETING GROUP PO BOX 4770 TUALATIN, OR 97062	93-0568981		23,525				ASSIST WITH PROMOTING PRODUCTS

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GLOBAL MERCHANDISING CORP 2525 16TH STREET 321 SAN FRANCISCO, CA 94103	94-1384854		6,840				ASSIST WITH PROMOTING PRODUCTS
GOLD COAST INGREDIENTS INC 2429 YATES AVE COMMERCE, CA 90040	95-4015325		49,469				ASSIST WITH PROMOTING PRODUCTS

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GRAND NAPA VINEYARDS 8461 ST HELENA HWY NAPA, CA 94558	26-3382767		24,192				ASSIST WITH PROMOTING PRODUCTS
GRANDMA LUCY'S 30432 ESPERANZA RANCHO SANTA MARGARITA, CA 92688	03-0494617		10,956				ASSIST WITH PROMOTING PRODUCTS

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HILLTOP RANCH INC 13890 LOONEY ROAD BALLICO, CA 95303	77-0529522		9,625				ASSIST WITH PROMOTING PRODUCTS
HIP CHICKS FARMS 130 S MAIN STREET 114 SEBASTOPOL, CA 95472			8,663				ASSIST WITH PROMOTING PRODUCTS

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HMI HAMILTON MANUFACTURING INC 901 RUSSET STREET TWIN FALLS, ID 83301	82-0429274		40,607				ASSIST WITH PROMOTING PRODUCTS
HSIN TUNG YANG FOODS CO 405 S AIRPORT BLVD S SAN FRANCISCO, CA 94080	94-2598045		36,541				ASSIST WITH PROMOTING PRODUCTS

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IDAHO STATE DEPT OF AGRICULTURE PO BOX 790 BOISE, ID 83701	82-6000952		7,120				ASSIST WITH PROMOTING PRODUCTS
INFOSEA CO 1611 MARKET STREET KIRKLAND, WA 98033	91-1855666		79,809				ASSIST WITH PROMOTING PRODUCTS

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INTERNATIONAL MARKET BRANDS 14450 NE 29TH PL 125 BELLEVUE, WA 98007	93-0962279		10,250				ASSIST WITH PROMOTING PRODUCTS
IPS ALL NATURAL LLC 11784 CANTON PL STUDIO CITY, CA 91604	46-3611823		30,145				ASSIST WITH PROMOTING PRODUCTS

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JACEYCAKES LLC 960 W 124TH AVE 100 WESTMINSTER, CO 80234	46-2065599		79,438				ASSIST WITH PROMOTING PRODUCTS
L7 TRADING LLC 17408 HIGHWAY 14 STERLING, CO 80751	81-1089577		8,154				ASSIST WITH PROMOTING PRODUCTS

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NONA LIM 3310 PERALTA ST OAKLAND, CA 94608			19,813				ASSIST WITH PROMOTING PRODUCTS
LUCKY FOODS LLC 11847 SW ITTEL STREET TUALATIN, OR 97062	93-1310889		38,977				ASSIST WITH PROMOTING PRODUCTS

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LUKE'S ORGANIC 903 PACIFIC AVE 203A SANTA CRUZ, CA 95060	27-4420426		38,683				ASSIST WITH PROMOTING PRODUCTS
MADRONA SPECIALITY FOODS 18300 CASCADE AVE S 260 TUKWILA, WA 98188	90-0109274		5,359				ASSIST WITH PROMOTING PRODUCTS

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MANOA CHOCOLATE HAWAII 315 ULUNIU 203 KAILUA, HI 96734	45-4310408		6,230				ASSIST WITH PROMOTING PRODUCTS
MARIANI PACKING COMPANY 500 CROCKER DRIVE VACAVILLE, CA 95688	94-2830833		26,370				ASSIST WITH PROMOTING PRODUCTS

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MARLO'S BAKESHOP 1517 N POINT STREET 325 SAN FRANCISCO, CA 94123	46-3784064		9,040				ASSIST WITH PROMOTING PRODUCTS
MID EAST FOODS 14752 FOREREST LN WESTMINSTER, CA 92683			16,401				ASSIST WITH PROMOTING PRODUCTS

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MILBRANDT VINEYARDS 508 CABERNET CT PROSSER, WA 99350	48-1292332		12,128				ASSIST WITH PROMOTING PRODUCTS
MONTANA DEPT OF AGRICULTURE 302 N ROBERTS HELENA, MT 59601	81-0302402		5,098				ASSIST WITH PROMOTING PRODUCTS

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NEVADA DEPT OF AGRICULTURE 405 S 21ST STREET SPARKS, NV 89431	89-8600022		10,882				ASSIST WITH PROMOTING PRODUCTS
NEW MEXICO DEPT OF AGRICULTURE MSC 3189 PO BOX 30005 LAS CRUCES, NM 88003	85-6000401		14,135				ASSIST WITH PROMOTING PRODUCTS

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NICHOLS FARMS 13762 1ST AVE HANDFORD, CA 93230	77-0265167		10,221				ASSIST WITH PROMOTING PRODUCTS
OAK OVERSEAS 112 CABARRUS AVE E CONCORD, NC 28025	20-3621392		455,410				ASSIST WITH PROMOTING PRODUCTS

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ONE CULTURE FOODS 1802 SANTO DOMINGO AVE DUARTE, CA 91010			5,544				ASSIST WITH PROMOTING PRODUCTS
ONE UP SOLUTIONS NW INC 8060 SW PFAFFLE STREET 108 TIGARD, OR 97223	45-3965537		28,025				ASSIST WITH PROMOTING PRODUCTS

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OREGON DEPT OF AGRICULTURE 635 CAPITOL ST NE SALEM, OR 97301	93-6001759		14,312				ASSIST WITH PROMOTING PRODUCTS
OREGON HARVEST LLC 9348 N PENINSULAR AVE PORTLAND, OR 97217	27-1757400		22,022				ASSIST WITH PROMOTING PRODUCTS

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ORIGO BRANDS 2717 S MARION CIRCLE DENVER, CO 80210	81-3137564		8,064				ASSIST WITH PROMOTING PRODUCTS
PACIFIC VALLEY FOODS 2700 RICHARDS RD 101 BELLEVUE, WA 98005	91-0947444		29,723				ASSIST WITH PROMOTING PRODUCTS

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PETCHUP INC 11211 QUIVOS LOOP WESTMINSTER, CO 80234	27-0394030		5,124				ASSIST WITH PROMOTING PRODUCTS
PETIT POT INC 4221 HORTON STREET EMERYVILLE, CA 94608	81-1163188		19,908				ASSIST WITH PROMOTING PRODUCTS

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.							
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POINDEXTER NUT CO 5414 E FLORAL AVE SELMA, CA 93662	76-2070320		15,174				ASSIST WITH PROMOTING PRODUCTS
POINT REYES FARMSTEAD PO BOX 9 POINT REYES, CA 94956	94-2540602		30,562				ASSIST WITH PROMOTING PRODUCTS

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POP ART SNACKS PO BOX 9614 SALT LAKE CITY, UT 84109	45-2579472		10,307				ASSIST WITH PROMOTING PRODUCTS
POPSALOT GOURMET POPCORN PO BOX 7040 BEVERLY HILLS, CA 90212	27-0095069		80,167				ASSIST WITH PROMOTING PRODUCTS

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PORTLAND PET FOOD CO 120 NW 9TH AVE 206 PORTLAND, OR 97209	47-1325098		14,730				ASSIST WITH PROMOTING PRODUCTS
PRIMEX INTERNATIONAL TRADING 5777 W CENTURY BLVD 1485 LOS ANGELES, CA 90045	95-4238908		28,048				ASSIST WITH PROMOTING PRODUCTS

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QUINN FOODS 706 FRONT STREET 7 LOUISVILLE, CO 80027	27-3540829		8,906				ASSIST WITH PROMOTING PRODUCTS
RARE HAWAIIAN HONEY CO PO BOX 7140 KAMUELA, HI 96743	46-1222120		8,672				ASSIST WITH PROMOTING PRODUCTS

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RED DUCK FOODS INC 1515 SE WATER AVE 103 PORTLAND, OR 97214	46-3941654		14,561				ASSIST WITH PROMOTING PRODUCTS
ROYAL COMFORT 10121 SE SUNNYSIDE RD 300 CLACKAMAS, OR 97015	27-3487814		23,925				ASSIST WITH PROMOTING PRODUCTS

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RPAC LLC PO BOX 2138 LOS BANOS, CA 93635	87-0723803		18,098				ASSIST WITH PROMOTING PRODUCTS
SAGE V FOODS 1728 16TH STREET 201 BOULDER, CO 80302	95-4699476		11,580				ASSIST WITH PROMOTING PRODUCTS

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SALTY WAHINE GOURMET HAWAIIAN PO BOX 829 HANAPEPE, HI 96716	46-0936575		9,594				ASSIST WITH PROMOTING PRODUCTS
SCENIC FRUIT COMPANY INC 7510 SE ALTMAN ROAD GRESHAM, OR 97080	93-0461147		6,678				ASSIST WITH PROMOTING PRODUCTS

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SCHEIDEGGER TRADING CO INC 351 CALIFORNIA STREET 1400 SAN FRANCISCO, CA 94104	94-2733688		11,069				ASSIST WITH PROMOTING PRODUCTS
RPAC LLC PO BOX 2138 LOS BANOS, CA 93635	87-0723803						ASSIST WITH PROMOTING PRODUCTS

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SALTY WAHINE GOURMET HAWAIIAN PO BOX 829 HANAPEPE, HI 96716	46-0936575						ASSIST WITH PROMOTING PRODUCTS
SEANNA GRIFFIS 22041 KELLER RD SMARTSVILLE, CA 95977							ASSIST WITH PROMOTING PRODUCTS

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SECRET AARDVARK TRADING CO 9808 SW QUAIL POST RD PORTLAND, OR 97219	27-2595822						ASSIST WITH PROMOTING PRODUCTS
SEELY FAMILY FARM INC 18865 HERMON RD CLATSKANIE, OR 97016	27-0690755						ASSIST WITH PROMOTING PRODUCTS

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SECRET AARDVARK TRADING CO 9808 SW QUAIL POST RD PORTLAND, OR 97219	27-2595822		17,782				ASSIST WITH PROMOTING PRODUCTS
SELECT HARVEST USA PO BOX 3307 TURLOCK, CA 95381	26-3260625		32,870				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
SETTON PISTACHIO OF TERRA BELLA INC 85 AUSTIN BLVD COMMACK, NY 11725	77-0407020		48,573				ASSIST WITH PROMOTING PRODUCTS
SFI TRADING 683 NEW YORK DR POMONA, CA 91768	30-0834161		174,250				ASSIST WITH PROMOTING PRODUCTS

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SMOKIN MARY 16997 NINA LN FIDDLTOWN, CA 95629			10,969				ASSIST WITH PROMOTING PRODUCTS
SOGDA LIMITED INC 512 6TH AVE SOUTH 201 KIRKLAND, WA 98033	91-1749635		32,293				ASSIST WITH PROMOTING PRODUCTS

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SOUPERB 1350 POWELL STREET EMERYVILLE, CA 94608	46-4789533		10,544				ASSIST WITH PROMOTING PRODUCTS
SPINATO'S FINE FOODS 1920 N 5TH STREET TEMPE, AZ 85281	27-3339255		16,973				ASSIST WITH PROMOTING PRODUCTS

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ST GEORGE SPIRITS INC 2601 MONARCH STREET ALAMEDA, CA 94501	06-1670566		6,068				ASSIST WITH PROMOTING PRODUCTS
STAHLBUSH ISLAND FARMS 3122 STAHLBUSH ISLAND RD CORVALLIS, OR 97333	93-1031739		28,280				ASSIST WITH PROMOTING PRODUCTS

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STONE WINGS II LLC 3131 KITTITAS HWY ELLENSBURG, WA 98926	47-1532017		25,237				ASSIST WITH PROMOTING PRODUCTS
SUMMIT ALMONDS LLC 8680 GREENBACK LANE 250 ORANGEVILLE, CA 95662	26-1691988		14,474				ASSIST WITH PROMOTING PRODUCTS

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SUN HING FOODS INC 271 HARBOR WAY S SAN FRANCISCO, CA 94080	94-2786736		5,262				ASSIST WITH PROMOTING PRODUCTS
SUN VALLEY RICE CO LLC 7050 EDDY ROAD ARBUCKLE, CA 95912	94-0908760		14,807				ASSIST WITH PROMOTING PRODUCTS

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SUN-MAID GROWERS OF CALIFORNIA 13525 S BETHEL AVE KINGSBURG, CA 93631	94-0908760		212,487				ASSIST WITH PROMOTING PRODUCTS
SUNSWEET GROWERS INC 351 CALIFORNIA STREET 1400 SAN FRANCISCO, CA 94104	94-0360795		36,208				ASSIST WITH PROMOTING PRODUCTS

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JEFFREY SUTICH 9734 PACHUCA DR RENO, NE 89521			6,173				ASSIST WITH PROMOTING PRODUCTS
TAYLOR BROTHER FARMS INC 182 WILKIE AVE YUBA CITY, CA 95991	94-2829769		13,194				ASSIST WITH PROMOTING PRODUCTS

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THATCHER'S GOURMET SPECIALTIES 1201 MINNESOTA STREET SAN FRANCISCO, CA 94107	52-2074035		1,989				ASSIST WITH PROMOTING PRODUCTS
THE FLAVOR TREE FRUIT CO LLC PO BOX 74021 LOS ANGELES, CA 90074			29,309				ASSIST WITH PROMOTING PRODUCTS

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THE WINE RAY ZYN CO PO BOX 6161 NAPA, CA 94581	47-1713679		8,508				ASSIST WITH PROMOTING PRODUCTS
THREE TWINS ORGANIC INC 419 1ST STREET PETALUMA, CA 94952			16,279				ASSIST WITH PROMOTING PRODUCTS

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TIMELINE TRADING 12400 SE 38TH STREET 53072 BELLEVUE, WA 98015	27-2851609		8,983				ASSIST WITH PROMOTING PRODUCTS
TRINITY FOODS INC PO BOX 27352 SAN DIEGO, CA 92198	47-3089997		6,361				ASSIST WITH PROMOTING PRODUCTS

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TRUITT FAMILY FOODS 1375 FRONT STREET NE SALEM, OR 97301	46-0828916		21,232				ASSIST WITH PROMOTING PRODUCTS
TUSCON TAMALE WHOLESALE CO 2550 N DRAGOON STREET 120 TUSCON, AZ 85745	26-2931841		11,478				ASSIST WITH PROMOTING PRODUCTS

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TURTLE ISLAND FOODS PO BOX 176 HOOD RIVER, OR 97031	91-1483127		46,105				ASSIST WITH PROMOTING PRODUCTS
VALLEY FIG GROWERS 2028 S THIRD STREET FRESNO, CA 93702	94-1450977		26,261				ASSIST WITH PROMOTING PRODUCTS

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VANA LIFE FOODS 113 CHERRY STREET SEATTLE, WA 98124	61-1749925		14,110				ASSIST WITH PROMOTING PRODUCTS
VET WORTHY LLC 2405 S ROOSEVELT STREET TEMPE, AZ 85282	47-3991777		23,008				ASSIST WITH PROMOTING PRODUCTS

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VOLCANO ISLAND HONEY CO LLC PO BOX 7140 KAMUELA, HI 96743	46-1222120		5,407				ASSIST WITH PROMOTING PRODUCTS
WASHINGTON STATE DEPT OF AGRICULTURE PO BOX 42560 OLYMPIA, WA 98504	91-6001062		12,207				ASSIST WITH PROMOTING PRODUCTS

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WESTERN EXPORT SERVICES INC 140 E 19TH AVE 201 DENVER, CO 80203	84-1163477		115,422				ASSIST WITH PROMOTING PRODUCTS
WET NOSES NATURAL DOG TREAT CO 14439 167TH AVE SE MONROE, WA 98272	26-1414912		17,894				ASSIST WITH PROMOTING PRODUCTS

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JAMISON WHITE 6326 SE REED COLLEGE PL PORTLAND, OR 97202			5,665				ASSIST WITH PROMOTING PRODUCTS
WILBUR PACKING COMPANY PO BOX 3730 YUBA CITY, CA 95992	20-5985776		11,588				ASSIST WITH PROMOTING PRODUCTS

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WONDERFUL CITRUS 1901 S LEXINGTON STREET DELANO, CA 93215	20-5347838		76,690				ASSIST WITH PROMOTING PRODUCTS
WOODEN TABLE BAKING CO 910 81ST AVE OAKLAND, CA 94621	47-2788303		6,151				ASSIST WITH PROMOTING PRODUCTS

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WORDBRIDGE COMMUNICATIONS 14616 SW GRANDVIEW LN TIGARD, OR 97224			18,184				ASSIST WITH PROMOTING PRODUCTS
WORLD PERSPECTIVES INC 1621 N KENT STREET 606 ARLINGTON, VA 22209	52-1193024		58,300				ASSIST WITH PROMOTING PRODUCTS

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YAI'S THAI 3047 LARIMER STREET 202 DENVER, CO 80205	47-2000007		6,048				ASSIST WITH PROMOTING PRODUCTS
YRIBARREN FAMILY FARMS 12249 W NIELSEN AVE Kerman, CA 93630	47-3977107		11,460				ASSIST WITH PROMOTING PRODUCTS

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury

Name 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.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No 1545-0047

2018

**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