PUBLIC DISCLOSURE COPY - STATE REGISTRATION NO. C2158319

Department of the Treasury

Internal Revenue Service

Return of Organization Exempt From Income Tax

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

OMB No. 1545-0047

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

Open to Public Inspection

| ΑI | For the | 2012 calendar year, or tax year beginning | and | d ending | _ | |
|-----------------------------|------------------------|---|--------------------------------------|----------------|----------------------------|---------------------------------|
| В | Check if applicable | C Name of organization | | | D Employer identifi | cation number |
| | Addres | TRANSFAIR USA | | | | |
| | Name change | | USA | | 41-1 | 848081 |
| | Initial return | Number and street (or P.0. box if mail is not del | | Room/suite | | |
| F | Termin | | iivorod to stroot address) | 400 | | 663-5260 |
| F | ⊒ated Amend | | • | 1 0 0 | G Gross receipts \$ | 9,847,328. |
| F | ⊒return □Applic | OAKLAND, CA 94612 | e | | H(a) Is this a group r | |
| | ⊥tiön pendir | | D STARK | | for affiliates? | Yes X No |
| | | SAME AS C ABOVE | | | H(b) Are all affiliates in | |
| $\overline{}$ | Γαν.ανα | | | or 527 | ⊣ ` ′ | list. (see instructions) |
| | | e: WWW.FAIRTRADEUSA.ORG | (mooremos) 10 17 (u)(1) | 7 01 027 | H(c) Group exemption | |
| | | | ssociation Other | 1 Year | | M State of legal domicile: MN |
| | art I | Summary | | L 1001 | 01101111ation: 2330 1 | VI Otato or logar dominino, 222 |
| _ | | Briefly describe the organization's mission or most | t significant activities: ENAE | BLE SUS | STAINABLE DE | VELOPMENT & |
| Activities & Governance | ' | COMMUNITY EMPOWERMENT BY | CULTIVATING AN | EOUITA | ABLE GLOBAL | TRADE |
| na | | Check this box if the organization disco | | | | |
| Ve | | Number of voting members of the governing body | · | | 3 | 11 |
| ၓ | 1 | Number of independent voting members of the go | | | | 10 |
| οğ | | Total number of individuals employed in calendar y | | | | 78 |
| iţie | | Total number of volunteers (estimate if necessary) | | | | 45 |
| Ęį | 7 2 | Total unrelated business revenue from Part VIII, co | olumn (C) line 12 | | | 0. |
| ď | | Net unrelated business taxable income from Form | | | | 0. |
| | ~ | Tot armonated business taxable mounts were remarkable | 000 1, 1110 01 | | Prior Year | Current Year |
| • | 8 | Contributions and grants (Part VIII, line 1h) | | | 1,722,774. | 1,997,232. |
| Revenue | | | | | 8,809,034. | 7,847,496. |
| e ve | | Investment income (Part VIII, column (A), lines 3, 4 | | | 2,788. | 2,205. |
| ď | | Other revenue (Part VIII, column (A), lines 5, 6d, 8c | | | 0. | 0. |
| | | Total revenue - add lines 8 through 11 (must equal | | | 10,534,596. | 9,846,933. |
| | | Grants and similar amounts paid (Part IX, column (| | | 68,945. | 111,622. |
| | 1 | Benefits paid to or for members (Part IX, column (A | | | 0. | 0. |
| ý | 1 | Salaries, other compensation, employee benefits (| | | 4,680,765. | 5,050,951. |
| Expenses | | Professional fundraising fees (Part IX, column (A), | | · ····· | 0. | 0. |
| ğ | ь | Total fundraising expenses (Part IX, column (D), lin | e 25) ► 526,4 | 147. | | |
| ñ | 17 | Other expenses (Part IX, column (A), lines 11a-11d | . 11f-24e) | | 4,200,075. | 3,929,595. |
| | | Total expenses. Add lines 13-17 (must equal Part I | | | 8,949,785. | |
| | | Revenue less expenses. Subtract line 18 from line | | | 1,584,811. | |
| or | | · | | Be | eginning of Current Year | End of Year |
| Net Assets or Fund Balances | 20 | Total assets (Part X, line 16) | | | 7,149,402. | 7,434,958. |
| ASS | 21 | , | | | 6,561,089. | 6,091,880. |
| 캺 | 22 | Net assets or fund balances. Subtract line 21 from | | | 588,313. | 1,343,078. |
| Pá | art II | Signature Block | | | | |
| Und | er pena | lties of perjury, I declare that I have examined this return, | , including accompanying schedul | les and statem | ents, and to the best of m | y knowledge and belief, it is |
| true | , correc | t, and complete. Declaration of preparer (other than office | er) is based on all information of v | vhich preparer | r has any knowledge. | |
| | | | | | | |
| Sig | n | Signature of officer | | | Date | |
| Her | е | | ATING OFFICER | | | |
| | | Type or print name and title | | | | |
| | | Print/Type preparer's name | Preparer's signature | | Date Check | PTIN |
| Pai | | LYNN HENLEY | | | if self-employ | |
| | parer | Firm's name ARMANINO LLP | | | Firm's EIN ▶ | 94-6214841 |
| Use | Only | Firm's address 12667 ALCOSTA BO | | 500 | | |
| | | SAN RAMON, CA 94 | 583-4427 | | Phone no. 9 | 25-790-2600 |
| Ma | the IF | RS discuss this return with the preparer shown abo | ove? (see instructions) | | | X Yes No. |

| Briefly describe the organization's mission: FAIR TRADE USA ENABLES SUSTAINABLE DEVELOPMENT AND COMMUNITY EMPOWERMENT BY CULTIVATING A MORE EQUITABLE GLOBAL TRADE MODEL THAT BENEFITS FARMERS, WORKERS, CONSUMERS, INDUSTRY, AND THE EARTH. WE ACHIEVE OUR MISSION BY CERTIFYING AND PROMOTING FAIR TRADE PRODUCTS. Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? If "Yes," describe these new services on Schedule O. | Par | t III Statement of Program Service Accomplishments |
|---|-----|--|
| Briefly describe the organization's mission: FAIR TRADE USA ENABLES SUSTAINABLE DEVELOPMENT AND COMMUNITY EMPFOWERMENT BY CULTIVATING A MORE EQUITABLE GLOBAL TRADE MODEL THAT BENEFITS PARMERS, WORKERS, CONSUMERS, INDUSTRY, AND THE BARFH. WE ACHIEVE OUR MISSION BY CERTIFYING AND PROMOTING FAIR TRADE PRODUCTS. Did the organization undertake any significant program services during the year which were not listed on the price from 950 or 950-52. If "Yes," describe these new services on Schedule O. Did the organization care conducting, or make significant changes in how it conducts, any program services, as measured by expenses. Section 501c(s) and 501c(s) dorganizations are required to report the amount of grants and allocations to others, the total expenses, and revoneur, if any, for each program service excomplishments for each of its three largest program services, as measured by expenses. Section 501c(s) and 501c(s) dorganizations are required to report the amount of grants and allocations to others, the total expenses, and revoneur, if any, for each program service required to report the amount of grants and allocations to others, the total expenses, section 501c(s) and 501c(s) and 501c(s) dorganizations are required to report the amount of grants and allocations to others, the total expenses, section 501c(s) and 501c(s) dorganizations are required to report the amount of grants and allocations to others, the total expenses, and revoneur. Program for the program service and program services and allocations to others, the total expenses, and revoneur. Program for all to report the amount of grants and allocations to others, the total expenses, and revolved and program services. Program services Program servi | | Check if Schedule O contains a response to any question in this Part III |
| EMPOWERMENT BY CULTIVATING A MORE EQUITABLE GLOBAL TRADE MODEL THAT BENNETIS FARMERS, WORKERS, CONSUMERS, INDUSTRY, AND THE RARFH. WE ACHIEVE OUR MISSION BY CERTIFYING AND PROMOTING FAIR TRADE PRODUCTS. Did the organization undertake any significant program services during the year which were not listed on the prior from 950 or 990-622. | 1 | |
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| 4 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 50 (Ici) and 50 (10(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. 4 (Come) (Expenses 1, 901, 035 reduding grants of \$) (Revenue \$ 1,943,725 BUSINESS DEVELOPMENT: TO EARN THE LICENSE FROM FAIR TRADE USA TO USE THE FAIR TRADE CERTIFIED (TM) LABEL ON THEIR PRODUCTS, BUSINESSES MUST BUY FROM FAIR TRADE CERTIFIED CERTIFIED FARMS, PAY FAIR TRADE PRICES AND COMMUNITY DEVELOPMENT PREMIUMS, AND SUBMIT TO A RIGOROUS SUPPLY CHAIN AUDIT. FAIR TRADE USA'S OVER 700 BUSINESS PARTNERS RANGE FROM SMALL, MISSION-DRIVEN COFFEE ROASTERS TO SOME OF THE LARGEST INTERNATIONAL CORPORATIONS IN THE WORLD. IN 2012, FAIR TRADE USA'S BUSINESS PARTNERS ONCE AGAIN DROVE RECORD IMPORTS TO SATISFY THE GROWING U.S. CONSUMER DEMAND FOR ALMOST 12,000 (Come) (Repenses 2,172,227 including grants of 43,168.) (Revenue \$ 2,221,006. MARKETING, COMMUNICATION, AND EDUCATION: FAIR TRADE USA WORKS TO INCREASE U.S. CONSUMER DEMAND FOR FAIR TRADE CERTIFIED PRODUCTS BY EDUCATING CONSUMERS ABOUT THE IMPORTANCE OF BUYING FAIR TRADE PRODUCTS AND GROWING THE FAIR TRADE MOVEMENT. FAIR TRADE USA'S ANNUAL FAIR TRADE MONTH BRINGS TOGETHER BRANDS, RETAILERS, CONSUMERS, AND MEDIA FOR A MONTH-LONG CAMPAIGN TO PROMOTE FAIR TRADE GRASSROOTS EVENTS, PRODUCER TOURS, MEDIA RELATIONS, ONLINE MARKETING CAMPAIGNS, AND DISTRIBUTER PROMOTIONS COMBINE TO GALVANIZE SUPPORTERS AND BUILD AWARENESS. OCTOBER 2012 MARKED THE NINTH ANNUAL FAIR TRADE MONTH IN THE UNITED STATES, COMMEMORATED WITH A MANUAL FAIR TRADE GRASSROOTS EVENTS, PRODUCER TOURS, MEDIA RELATIONS, ONLINE SCHOOL STATES, COMMEMORATED WITH A MANUAL FAIR TRADE GRASSROOTS EVENTS, PRODUCER TOURS, MEDIA PROPERS AND BUILD AWARENESS. OCTOBER 2012 MARKED THE NINTH ANNUAL FAIR TRADE USA TREADE USA ACROSS THE BOARD. PRODUCT | 3 | |
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| 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. 40 (Cooper) (Expenses 1,901,035. Including grants of S) (The Park TRADE CERTIFIED COOPER S) (The Park TRADE CERTIFIED CERTIFIED FARMS, PAY FAIR TRADE USA TO USE THE FAIR TRADE CERTIFIED CERTIFIED FARMS, PAY FAIR TRADE PRICES AND COMMUNITY DEVELOPMENT PREMIUMS, AND SUBMIT TO A RIGOROUS SUPPLY CHAIN AUDIT. FAIR TRADE USA SOVER 700 BUSINESS PARTNERS RANGE FROM SMALL, MISSION-DRIVEN COFFEE ROASTERS TO SOME OF THE LARGEST INTERNATIONAL CORPORATIONS IN THE WORLD. IN 2012, FAIR TRADE USA'S BUSINESS PARTNERS ONCE AGAIN DROVE RECORD IMPORTS TO SATISFY THE GROWING U.S. CONSUMER DEMAND FOR ALMOST 12,000 (Cooper) (Expenses 2,172,227. Including grants of 43,168.) (Revenue S 2,221,006. MARKETING, COMMUNICATION, AND EDUCATION: FAIR TRADE USA WORKS TO INCREASE U.S. CONSUMER DEMAND FOR FAIR TRADE CERTIFIED PRODUCTS BY EDUCATING CONSUMERS ABOUT THE IMPORTANCE OF BUYING FAIR TRADE PRODUCTS AND GROWING THE FAIR TRADE MOVEMENT. FAIR TRADE USA'S ANNUAL FAIR TRADE MONTH BRINGS TOGETHER BRANDS, RETAILERS, CONSUMERS, AND MEDIA FOR A MONTH-LONG CAMPAIGN TO PROMOTE FAIR TRADE GAMPAIGNS, AND DISTRIBUTER PROMOTIONS COMBINE TO GALVANIZE SUPPORTERS AND BULLD AWARENESS. OCTOBER 2012 MARKED THE NINTH ANNUAL FAIR TRADE MONTH IN THE UNITED STATES, COMMEMORATED WITH A MAJOR CERTIFICATION: BOTH NEW AND EXISTING FAIR TRADE PRODUCT CATEGORIES EXPANDED IN 2012, REVEALING INCREASED DEMAND IN THE U.S. MARKET FOR FAIR TRADE TREMS ACROSS THE BOARD. PRODUCT CATEGORIES THAT INCLUDED NEW FAIR TRADE CERTIFIED PRODUCTS IN 2012 INCLUDED FRESH FRUITS AND VEGETABLES SUCH AS BELL PEPPERS, GRAPES, MELONS, PEACHES, CUCUMBERS, TOMATOES, AND WATERMELONS AS WELL AS GUYUSA TEA. IN ADDITION, FAIR TRADE USA CREATEFIED PRODUCTS IN 2012 INCLUDED FRESH FRUITS AND VEGETABLES SUCH AS BELL PEPPERS, GRAPES, MELONS, PEACHES, CUCUMBERS, TOMATOES, AND WATERMELONS AS WELL AS GUYUSA TE | 4 | |
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| FAIR TRADE USA DROVE STRONG GROWTH IN SEVERAL KEY PRODUCT CATEGORIES IN 4d Other program services (Describe in Schedule O.) (Expenses \$ 2,347,964. including grants of \$ 68,454.) (Revenue \$ 2,400,692.) | | |
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| 4d Other program services (Describe in Schedule O.) (Expenses \$ 2,347,964 \cdot including grants of \$ 68,454 \cdot) (Revenue \$ 2,400,692 \cdot) | | FAIR TRADE USA DROVE STRONG GROWTH IN SEVERAL KEY PRODUCT CATEGORIES IN |
| (Expenses \$ 2,347,964 • including grants of \$ 68,454 •) (Revenue \$ 2,400,692 •) | 4d | |
| 4e Total program service expenses ► 7,675,141. | | (Expenses \$ 2,347,964 • including grants of \$ 68,454 •) (Revenue \$ 2,400,692 •) |
| | 4e | Total program service expenses ► 7,675,141. |

Form 990 (2012) TRANSFAIR US
Part IV Checklist of Required Schedules TRANSFAIR USA 41-1848081 Page 3

| | | | 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 | X | |
| 2 | Is the organization required to complete Schedule B, Schedule of Contributors? | 2 | X | |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I | 3 | | Х |
| 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 | | Х |
| 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 | | Х |
| 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 | | Х |
| 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 | | Х |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III | 8 | | Х |
| 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 | | Х |
| 10 | Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent | | | |
| | endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V | 10 | | X |
| 11 | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, IX, or X as applicable. | | | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI | 11a | Х | |
| b | Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total | | | |
| | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII | 11b | | X |
| С | Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total | | | |
| | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII | 11c | | X |
| d | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in | | | |
| | Part X, line 16? If "Yes," complete Schedule D, Part IX | 11d | | Х |
| е | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X | 11e | Х | |
| f | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses | | 77 | |
| | the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X | 11f | X | |
| | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII | 12a | | Х |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? | | \ _{3,} | |
| | If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional | 12b | Х | 37 |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | | X |
| 14a | Did the organization maintain an office, employees, or agents outside of the United States? | 14a | | |
| 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 | 446 | х | |
| 15 | or more? If "Yes," complete Schedule F, Parts I and IV Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization | 14b | 41 | |
| 13 | or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV | 15 | х | |
| 16 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals | 13 | | |
| 10 | located outside the United States? If "Yes," complete Schedule F, Parts III and IV | 16 | | х |
| 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 | 17 | | х |
| 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 | | Х |
| 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 | | Х |
| 20a | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | Х |
| b | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | | |

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Part IV Checklist of Required Schedules (continued) TRANSFAIR USA

| | | | Yes | No |
|-----|---|-----|-----|----|
| 21 | Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the | | | |
| | United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II | 21 | X | |
| 22 | Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III | 22 | | x |
| 23 | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current | | | |
| | and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J | 23 | Х | |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the | | | |
| | last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No", go to line 25 | 24a | | Х |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | |
| С | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? | 24c | | |
| d | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | |
| 25a | Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | X |
| 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? If "Yes," complete Schedule L, Part I | 25b | | х |
| 26 | Was a loan to or by a current or former officer, director, trustee, key employee, highest compensated employee, or disqualified | | | |
| | person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II | 26 | | X |
| 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? If "Yes," complete Schedule L, Part III | 27 | | Х |
| 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): | | | |
| а | A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV | 28a | | X |
| b | A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV | 28b | | Х |
| С | 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? If "Yes," complete Schedule L, Part IV | 28c | Х | X |
| 29 | Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M | 29 | ^ | |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M | 30 | | x |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I | 31 | | x |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II | 32 | | х |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I | 33 | | x |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1 | 34 | Х | |
| 35a | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | 35a | Х | |
| | 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)? If "Yes," complete Schedule R, Part V, line 2 | 35b | Х | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2 | 36 | | х |
| 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? If "Yes," complete Schedule R, Part VI | 37 | | Х |
| 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 | X | 1 |

Form **990** (2012)

4<u>1-1</u>848081 Page **5** Form 990 (2012) TRANSFAIR USA

Part V Statements Regarding Other IRS Filings and Tax Compliance TRANSFAIR USA

| | Check if Schedule O contains a response to any question in this Part V | | | |
|----|--|-----|-----|----------|
| | | | Yes | No |
| 1a | Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable | | | |
| | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable 1b 0 | | | |
| | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming | | | |
| | (gambling) winnings to prize winners? | 1c | X | |
| 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 78 | | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? | 2b | Х | |
| | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | | | |
| За | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | | Х |
| b | If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O | 3b | | |
| 4a | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a | | | ĺ |
| | financial account in a foreign country (such as a bank account, securities account, or other financial account)? | 4a | X | <u> </u> |
| b | If "Yes," enter the name of the foreign country: ► CAYMAN ISLANDS | | | |
| | See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts. | | | |
| | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | 5a | | X |
| | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | Х |
| | If "Yes," to line 5a or 5b, did the organization file Form 8886-T? | 5c | | <u> </u> |
| 6a | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit | | | 37 |
| | any contributions that were not tax deductible as charitable contributions? | 6a | | X |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts | 01 | | 1 |
| _ | were not tax deductible? | 6b | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | 7- | | х |
| 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 | | |
| | If "Yes," did the organization notify the donor of the value of the goods or services provided? Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required | 7b | | |
| · | to file Form 8282? | 7c | | х |
| Ь | If "Yes," indicate the number of Forms 8282 filed during the year 7d | - | | |
| | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7e | | х |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | 7f | | Х |
| g | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g | | |
| • | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7h | | |
| 8 | Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting | | | |
| | organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year? | 8 | | |
| 9 | Sponsoring organizations maintaining donor advised funds. | | | |
| а | Did the organization make any taxable distributions under section 4966? | 9a | | |
| b | Did the organization make a distribution to a donor, donor advisor, or related person? | 9b | | |
| 10 | Section 501(c)(7) organizations. Enter: | | | |
| | Initiation fees and capital contributions included on Part VIII, line 12 | | | |
| b | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities | | | |
| 11 | Section 501(c)(12) organizations. Enter: | | | |
| | Gross income from members or shareholders | | | |
| b | Gross income from other sources (Do not net amounts due or paid to other sources against | | | |
| 40 | amounts due or received from them.) | 40 | | |
| | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | | |
| | If "Yes," enter the amount of tax-exempt interest received or accrued during the year | | | |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers. | 120 | | |
| а | Is the organization licensed to issue qualified health plans in more than one state? | 13a | | |
| h | Note. See the instructions for additional information the organization must report on Schedule O. Enter the amount of reserves the organization is required to maintain by the states in which the | | | |
| D | 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 | | | |
| _ | Enter the amount of reserves on hand 13c | | | |
| | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | | Х |
| | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | 14b | | |
| | requirement / 1 Product of the control of the contr | | | |

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Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

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

| 77 | |
|----|--|
| | |

| Sec | tion A. Governing Body and Management | | | | | |
|------------|--|----------|-------------------------|------------|-------|-------------|
| | ton / it do to ming body and management | | | | Yes | No |
| 1 a | Enter the number of voting members of the governing body at the end of the tax year | 1a | 11 | | 103 | 110 |
| iu | 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 | 10 | | | |
| 2 | Did any officer, director, trustee, or key employee have a family relationship or a business relationsh | | | | | |
| 2 | | | | 2 | | Х |
| 3 | Officer, director, trustee, or key employee? Did the organization delegate control over management duties customarily performed by or under the | | | | | |
| 3 | of officers, directors, or trustees, or key employees to a management company or other person? | | | 3 | | х |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form | | | 4 | | X |
| 5 | Did the organization become aware during the year of a significant diversion of the organization's as | | | 5 | | X |
| 6 | Did the organization have members or stockholders? | | | 6 | | X |
| 7a | Did the organization have members, stockholders, or other persons who had the power to elect or a | | | <u> </u> | | |
| , u | more members of the governing body? | | | 7a | | х |
| h | Are any governance decisions of the organization reserved to (or subject to approval by) members, | | | 74 | | |
| | and the state of t | | | 7b | | x |
| 8 | Did the organization contemporaneously document the meetings held or written actions undertaken during the ye | | | <u> ۲۰</u> | | |
| а | The governing body? | | | 8a | х | |
| b | Each committee with authority to act on behalf of the governing body? | | | 8b | X | |
| 9 | Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be rea | | | 0.5 | | |
| · | organization's mailing address? If "Yes," provide the names and addresses in Schedule O | | | 9 | | х |
| Sec | tion B. Policies (This Section B requests information about policies not required by the Internal R | | | | | |
| | | | , | | Yes | No |
| 10a | Did the organization have local chapters, branches, or affiliates? | | | 10a | | Х |
| | If "Yes," did the organization have written policies and procedures governing the activities of such control of the control of | | | | | |
| | 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 boo | | | 11a | Х | |
| 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 | Х | |
| b | Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise | e to cor | iflicts? | 12b | Х | |
| С | Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Y | res," d | escribe | | | |
| | in Schedule O how this was done | | | 12c | Х | |
| 13 | Did the organization have a written whistleblower policy? | | | 13 | Х | |
| 14 | Did the organization have a written document retention and destruction policy? | | | 14 | Х | |
| 15 | Did the process for determining compensation of the following persons include a review and approve | al by i | ndependent | | | |
| | persons, comparability data, and contemporaneous substantiation of the deliberation and decision? | ? | | | | |
| | The organization's CEO, Executive Director, or top management official | | | 15a | X | |
| b | Other officers or key employees of the organization | | | 15b | Х | |
| | 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 arrange | ment v | vith a | | | |
| | taxable entity during the year? | | | 16a | | X |
| b | If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate | | · | | | |
| | in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organic | nizatio | on's | | | |
| | exempt status with respect to such arrangements? | | | 16b | | |
| | tion C. Disclosure | | | | | |
| 17 | List the states with which a copy of this Form 990 is required to be filed CA, MN | T (C | K F04(-)(0) | | 1- | |
| 18 | Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990- | ı (Sec | tion 501(c)(3)s only) a | avallab | ie | |
| | for public inspection. Indicate how you made these available. Check all that apply. | . in O - | hadula (O) | | | |
| 46 | X Own website Another's website X Upon request Other (explain | | | | | |
| 19 | Describe in Schedule O whether (and if so, how), the organization made its governing documents, c | onflict | or interest policy, an | d finar | ncial | |
| 00 | statements available to the public during the tax year. | nd ::- : | ordo of the average: | tion: ► | | |
| 20 | State the name, physical address, and telephone number of the person who possesses the books a DAVID KRIER. VP FINANCE AND ADMIN - 510-844-1667 | ırıu rec | orus or the organiza | นงก: | _ | |

94612

1500 BROADWAY,

#400,

OAKLAND,

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

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

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

- 1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.
- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.

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

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

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

| (A) | (B) | l | | ((| <u></u> | | | (D) | (E) | (F) |
|-----------------------------|-----------------------|---------------------|-----------------------|-------------------|----------------|---------------------------------|--------------|----------------------|------------------------------|-----------------------------|
| Name and Title | Average | | not c | | more | than | | Reportable | Reportable | Estimated |
| | hours per week | offic | , unle: cer an | ss pei id a di | rson irecto | is bot or/trus | h an tee) | compensation from | compensation from related | amount of other |
| | (list any | ector | | | | | | the | organizations | compensation |
| | hours for | trustee or director | ee | | | sated | | organization | (W-2/1099-MISC) | from the |
| | related organizations | trustee | ıl trust | | ee/ | mpens | | (W-2/1099-MISC) | | organization and related |
| | below | Individual 1 | Institutional trustee | er | Key employee | Highest compensated employee | Je. | | | organizations |
| | line) | Indi | Insti | Officer | Key | High emp | Former | | | |
| (1) RON CORDES | 3.00 | ,, | | ,, | | | | | 0 | 0 |
| CHAIRMAN | 2 00 | Х | | Х | | | | 0. | 0. | 0. |
| (2) CARLOS A. VARGAS LEITON | 2.00 | x | | | | | | 0. | 0. | 0 |
| OIRECTOR (3) TODD GENTZEL | 2.00 | | | | | | | 0. | 0. | 0. |
| DIRECTOR | 2.00 | x | | | | | | 0. | 0. | 0. |
| (4) RICK LARSON | 2.00 | ^ | | | | | | 0. | 0. | 0. |
| DIRECTOR | 2.00 | Х | | | | | | 0. | 0. | 0. |
| (5) SUSAN CLARE | 2.00 | | | | | | | 0. | 0. | 0. |
| DIRECTOR | | x | | | | | | 0. | 0. | 0. |
| (6) THERESA FAY BUSTILLOS | 2.00 | | | | | | | | | |
| DIRECTOR | | Х | | | | | | 0. | 0. | 0. |
| (7) WILLIAM ROSENWEIG | 2.00 | | | | | | | | | |
| DIRECTOR | | Х | | | | | | 0. | 0. | 0. |
| (8) ERIC NICHOLSON | 2.00 | | | | | | | | | |
| DIRECTOR | | Х | | | | | | 0. | 0. | 0. |
| (9) CARLOS GONZALEZ | 2.00 | | | | | | | | _ | _ |
| DIRECTOR | | Х | | | | | | 0. | 0. | 0. |
| (10) PAMELA HARTIGAN | 2.00 | | | | | | | | | |
| DIRECTOR | 40.00 | Х | | | | | | 0. | 0. | 0. |
| (11) PAUL RICE | 40.00 | | | | | | | 000 000 | 0 | 22 104 |
| PRESIDENT/CEO | 40.00 | Х | | Х | | | | 220,988. | 0. | 33,104. |
| (12) TODD STARK | 40.00 | ł | | х | | | | 104 622 | 0. | 24 522 |
| COO (13) MARY JO COOK | 40.00 | | | Δ | | | | 194,622. | 0. | 34,523. |
| CIO | 40.00 | ł | | х | | | | 163,875. | 0. | 1,605. |
| (14) CHISARA EHIEMERE | 40.00 | | | Δ | | | | 103,073. | 0. | 1,003. |
| VICE PRESIDENT | 40.00 | ł | | x | | | | 119,433. | 0. | 13,180. |
| (15) DAVID KRIER | 40.00 | | | | | | | 110,400 | <u> </u> | 10,100. |
| VICE PRESIDENT | | l | | х | | | | 117,754. | 0. | 35,472. |
| (16) JILL SOUTHARD | 40.00 | | | | | | | , | | , , , |
| VICE PRESIDENT | | 1 | | х | | | | 131,587. | 0. | 23,624. |
| | | | | | | | | | | |
| | | | | | | | | | | |

232007 12-10-12 Form **990** (2012)

| . u | T VII Section A. Officers, Directors, Trus | | pioy | ees | | | gne | st (| | | | | /F\ | |
|-----------|--|-----------------------|--------------|-----------------------|-------------------|--------------|------------------------------|--------|------------------------------|-------------------------|-------|--------|------------------------|-------|
| | (A) | (B) Average | | | ((Pos | | 1 | | (D) Reportable | (E) | | | (F) stimate | 24 |
| | Name and title | hours per | | not c | heck | more | than | | 1 ' | Reportable compensation | | | nount | |
| | | week | | | | | or/trus | | from | from related | | " | other | 0. |
| | | (list any | sctor | | | | | | the | organization | IS | com | pensa | ation |
| | | hours for | or director | ao | | | ted | | organization | (W-2/1099-MI | SC) | | rom th | |
| | | related organizations | E E | truste | | au | bens | | (W-2/1099-MISC) | | | ı ~ | janizat | |
| | | below | lual tr | tional | | ploye | st co m | _ | | | | | d relat anizati | |
| | | line) | Individual 1 | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | | | | l | ai iizati | 0110 |
| | | | _ | | | × | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
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| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | Sub-total | | | | | | | | 948,259. | | 0. | 14 | 1,5 | |
| | Total from continuation sheets to Part V Total (add lines 1b and 1c) | | | | | | | | 948,259. | | 0. | 14 | 1,5 | 0 8 0 |
| 2 | Total number of individuals (including but r | | | | | | | no r | · | • | | | | |
| | compensation from the organization | | | | | | | | | | | | Yes | No |
| 3 | Did the organization list any former officer, | director, or tru | uste | e, ke | y en | nplc | yee | , or | highest compensated e | employee on | | | | |
| | line 1a? If "Yes," complete Schedule J for s | | | | | | | | | | | 3 | | X |
| 4 | For any individual listed on line 1a, is the su and related organizations greater than \$15 | • | | - | | | | | • | the organization | | 4 | Х | |
| 5 | Did any person listed on line 1a receive or | | | | | | | | | idual for services | } | · | | |
| | rendered to the organization? If "Yes," con | - | | | | - | | | - | | | 5 | | Х |
| Sec | tion B. Independent Contractors | | | | | | | | | | | | | |
| 1 | Complete this table for your five highest co | | | | | | | | | | npens | sation | from | |
| | the organization. Report compensation for (A) | the calendar y | ear | enai | ng v | vitri | or w | ritnir | n the organization's tax | year. | | ((| C) | |
| <u>~~</u> | Name and business IENTIFIC CERTIFICATION | | _ | 2.0 | 100 | | | | Description of s | | C | Compe | nsatio | n |
| | WELL STREET, SUITE 600 | | | | | | A | - 1 | CERTIFICATIO EXPANSION PR | | | 13 | 5,9 | 80. |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| 2 | Total number of independent contractors (| - | ot lii | mite | d to | tho | se li | stec | d above) who received r | nore than | | | | |
| | \$100,000 of compensation from the organi | zation - | | | | | _ | | | | | | | |

| Form 990 (201 | 2) TRANSFAIR | USA | | | 41-1848 | 3081 Page 9 |
|---------------|------------------------------------|-----------------------|----------------------|--------------------------------|-------------------------------------|---------------------------------|
| Part VIII | Statement of Revenue | | | | | |
| | Check if Schedule O contains a res | ponse to any question | in this Part VIII | | | |
| | | | (A) Total revenue | (B) Related or exempt function | (C) Unrelated business | Revenue excluded from tax under |

| | | Check if Schedule O contains a response | e to any question | in this Part VIII | | | |
|--|------|---|-----------------------|------------------------|--|--------------------------------|---|
| | | | | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512, 513, or 514 |
| इ इ | 1 : | a Federated campaigns 1a | | | | | , |
| an un | | | | | | | |
| ع َق | | | | - | | | |
| Contributions, Gifts, Grants and Other Similar Amounts | | | | - | | | |
| ja,⊆ | | | | - | | | |
| Sin | ' | e Government grants (contributions) 1e | | - | | | |
| e E | 1 | All other contributions, gifts, grants, and | 007 222 | | | | |
| ₽ë | | similar amounts not included above \dots 1f \perp | ,997,232. 209,556. | - | | | |
| ont | · ' | | | | | | |
| a C | l | n Total. Add lines 1a-1f | | 1,997,232. | | | |
| | | 4-D1114- | Business Code | | T 604 104 | | |
| ice | 2 : | SERVICE FEES | 900099 | 7,694,124. 153,372. | 7,694,124. | | |
| er v | 1 | OTHER INCOME | 900099 | 153,372. | 153,372. | | |
| Program Service Revenue | | c | | | | | |
| ran ?ev | | d | | | | | |
| rog | | e | | | | | |
| ₫ | 1 | f All other program service revenue | | | | | |
| | | Total. Add lines 2a-2f | > | 7,847,496. | | | |
| | 3 | Investment income (including dividends, inte | rest, and | | | | |
| | | other similar amounts) | | 2,600. | | | 2,600. |
| | 4 | Income from investment of tax-exempt bond | proceeds | | | | |
| | 5 | Royalties | | | | | |
| | | (i) Real | (ii) Personal | | | | |
| | 6 | a Gross rents | | | | | |
| | 1 | Less: rental expenses | | | | | |
| | , | Rental income or (loss) | | | | | |
| | | d Net rental income or (loss) | > | | | | |
| | | a Gross amount from sales of (i) Securities | (ii) Other | | | | |
| | - ` | assets other than inventory | (.,, 5 a 5. | | | | |
| | | b Less: cost or other basis | | | | | |
| | | and sales expenses | 395. | | | | |
| | | Gain or (loss) | -395. | - | | | |
| | | d Net gain or (loss) | | -395. | | | -395. |
| _ | | a Gross income from fundraising events (not | | 3,31 | | | 3331 |
| Other Revenue | | including \$ of | | | | | |
| , Ve | | contributions reported on line 1c). See | | | | | |
| æ | | Part IV, line 18 | | | | | |
| her | | | 3 | - | | | |
| Б | | Net income or (loss) from fundraising events | | | | | |
| | | | ······ | | | | |
| | 9 | Gross income from gaming activities. See Part IV, line 19 | | | | | |
| | | | 5 | | | | |
| | | 1 | | | | | |
| | | Net income or (loss) from gaming activities | ······ | | | | |
| | 10 | a Gross sales of inventory, less returns | | | | | |
| | | and allowances | | - | | | |
| | | • | · | | | | |
| | | Net income or (loss) from sales of inventory | | | | | |
| | | Miscellaneous Revenue | Business Code | | | | |
| | 11 : | | | | | | |
| | | | | | | | |
| | · ' | d All all and a second | | | | | |
| | ' | d All other revenue | | - | | | |
| | | Total Add lines 11a-11d | | 9,846,933. | 7 9/7 /06 | 0. | 2,205. |
| | 12 | Total revenue. See instructions. | • | 」, ひせひ, ブンジ・ | /,04/,430• | U • | 4,400. |

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).

| 0001 | ion 501(c)(3) and 501(c)(4) organizations must com Check if Schedule O contains a respor | | | mipiete column (79. | |
|----------|---|-----------------------|------------------------|-----------------------|---------------------------|
| | not include amounts reported on lines 6b, 8b, 9b, and 10b of Part VIII. | (A) Total expenses | (B) Program service | (C) Management and | (D) Fundraising |
| 10, 1 | Grants and other assistance to governments and | | expenses | general expenses | expenses |
| ' | organizations in the United States. See Part IV, line 21 | 43,168. | 43,168. | | |
| 2 | Grants and other assistance to individuals in | 45,100 | 45,100 | | |
| 2 | the United States. See Part IV, line 22 | | | | |
| 3 | Grants and other assistance to governments, | | | | |
| 3 | organizations, and individuals outside the | | | | |
| | United States. See Part IV, lines 15 and 16 | 68,454. | 68,454. | | |
| 4 | Benefits paid to or for members | 00,101 | 00,101 | | |
| 5 | Compensation of current officers, directors, | | | | |
| • | trustees, and key employees | 1,089,765. | 749,174. | 274,339. | 66,252 |
| 6 | Compensation not included above, to disqualified | | , | | |
| Ü | persons (as defined under section 4958(f)(1)) and | | | | |
| | persons described in section 4958(c)(3)(B) | | | | |
| 7 | Other salaries and wages | 3,213,043. | 2,745,877. | 253,047. | 214,119 |
| 8 | Pension plan accruals and contributions (include | 3,223,0201 | 27,1370,71 | 20070171 | |
| J | section 401(k) and 403(b) employer contributions) | 82,949. | 69,383. | 8,085. | 5,481 |
| 9 | Other employee benefits | 336,809. | 277,109. | 43,783. | 15,917 |
| 10 | Payroll taxes | 328,385. | 270,550. | 36,154. | 21,681 |
| 11 | Fees for services (non-employees): | 320,303. | 270,3300 | 30,131 | 21,001 |
| | | | | | |
| | Management | 16,423. | 11,857. | 1,059. | 3,507 |
| | Legal | 34,341. | 11,057. | 34,341. | 3,301 |
| | Accounting | 34,341. | | 34,341. | |
| | Lobbying | | | | |
| | - | | | | |
| f | Investment management feesOther. (If line 11g amount exceeds 10% of line 25, | | | | |
| g | column (A) amount, list line 11g expenses on Sch 0.) | 1,056,855. | 986,367. | 40,424. | 30,064 |
| 40 | · · · · · · · · · · · · · · · · · · · | 288,558. | 277,570. | 10,121. | 10,988 |
| 12 | Advertising and promotion | 123,176. | 108,487. | 7,347. | 7,342 |
| 13 | Office expenses | 339,845. | 240,809. | 55,535. | 43,501 |
| 14 | Information technology | 339,043. | 240,009. | 33,333. | 43,301 |
| 15 | Royalties | 605,098. | 483,686. | 70,865. | 50,547 |
| 16 | Occupancy | 630,539. | 582,518. | 11,499. | 36,522 |
| 17 | Travel | 030,339. | 302,310. | 11,499. | 30,322 |
| 18 | Payments of travel or entertainment expenses | | | | |
| | for any federal, state, or local public officials | 284,063. | 282,816. | | 1,247 |
| 19 | Conferences, conventions, and meetings | 141,969. | 120,640. | 13,504. | 7,825 |
| 20 | Interest | 141,303. | 120,040. | 13,304. | 1,025 |
| 21 | Payments to affiliates | 107,260. | 93,764. | 10,366. | 3,130 |
| 22 | Depreciation, depletion, and amortization | 101,200• | 93,104. | 10,300. | 3,130 |
| 23 | Other expanses Itamize expanses not covered | | | | |
| 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 0.) | 301,468. | 262,912. | 30,232. | 8,324 |
| a | OTHER | JU1,400. | 404,314. | 30,434. | 0,344 |
| b | | | | | |
| C | | | | | |
| d | | | | | |
| | All other expenses | 0 000 160 | 7 675 111 | 000 500 | EOC 447 |
| 25 | Total functional expenses. Add lines 1 through 24e | 9,092,168. | 7,675,141. | 890,580. | 526,447 |
| 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) | | | | Farm 990 (9919 |

Form 990 (2012) Part X Balance Sheet

| Pal | πχ | Balance Sneet | | | | | |
|-----------------------------|-------|---|------------|--------------------|-------------------|-----|---------------|
| | | Check if Schedule O contains a response to any | / quest | ion in this Part X | | | <u></u> |
| | | | | | (A) | | (B) |
| | | | | | Beginning of year | | End of year |
| | 1 | Cash - non-interest-bearing | | | 471,888. | 1 | 2,550,644. |
| | 2 | Savings and temporary cash investments | 2,608,215. | 2 | 1,101,327. | | |
| | 3 | Pledges and grants receivable, net | | | 1,084,348. | 3 | 815,318. |
| | 4 | Accounts receivable, net | | | 2,433,271. | 4 | 2,559,295. |
| | 5 | Loans and other receivables from current and for | | | | | |
| | | trustees, key employees, and highest compensations | ated en | nployees. 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 instr). Complete Part II of Sch L | | | | 6 | |
| ets | 7 | Notes and loans receivable, net | | | 22,397. | 7 | 7,765. |
| Assets | 8 | Inventories for sale or use | | | • | 8 | |
| 4 | 9 | | | | 91,710. | 9 | 97,474. |
| | l | Land, buildings, and equipment: cost or other | i i | | , | | • |
| | | basis. Complete Part VI of Schedule D | 10a | 562,682. | | | |
| | l b | Less: accumulated depreciation | | 327,516. | 311,150. | 10c | 235,166. |
| | 11 | Investments - publicly traded securities | | | , | 11 | |
| | 12 | Investments - other securities. See Part IV, line | | | | 12 | 17,619. |
| | 13 | | | | | 13 | |
| | 14 | Investments - program-related. See Part IV, line 11 Intangible assets | | | | 14 | |
| | 15 | Other assets. See Part IV, line 11 | | | 126,423. | 15 | 50,350. |
| | 16 | Total assets. Add lines 1 through 15 (must equal line 34) | | | 7,149,402. | 16 | 7,434,958. |
| | 17 | Accounts payable and accrued expenses | | | 1,515,263. | 17 | 1,358,099. |
| | 18 | Grants payable | | | , , | 18 | , , |
| | 19 | Deferred revenue | | | | 19 | 153,140. |
| | 20 | Tax-exempt bond liabilities | | | | 20 | |
| v | 21 | Escrow or custodial account liability. Complete | | | | 21 | |
| Liabilities | 22 | Loans and other payables to current and former | | | | | |
| liqe | | key employees, highest compensated employee | | | | | |
| Ë | | Complete Part II of Schedule L | | | | 22 | |
| | 23 | Secured mortgages and notes payable to unrela | | | | 23 | |
| | 24 | Unsecured notes and loans payable to unrelate | | _ | 4,900,000. | 24 | 4,325,000. |
| | 25 | Other liabilities (including federal income tax, pa | | | · · · · · · | | , , |
| | | parties, and other liabilities not included on lines | - | | | | |
| | | Schedule D | - | | 145,826. | 25 | 255,641. |
| | 26 | Total liabilities. Add lines 17 through 25 | | | 6,561,089. | 26 | 6,091,880. |
| | | Organizations that follow SFAS 117 (ASC 958 | | | , , | | , , |
| Ś | | complete lines 27 through 29, and lines 33 ar | | | | | |
| nce | 27 | | | | -802,519. | 27 | -132,661. |
| ala | 28 | Unrestricted net assets Temporarily restricted net assets | | | 1,390,832. | 28 | 1,475,739. |
| d B | 29 | | | | · · · | 29 | |
| ڃ | | Organizations that do not follow SFAS 117 (A | | | | | |
| or F | | and complete lines 30 through 34. | | .,, | | | |
| ţ | 30 | Capital stock or trust principal, or current funds | | | | 30 | |
| SSe | 31 | Paid-in or capital surplus, or land, building, or ed | | | | 31 | |
| Net Assets or Fund Balances | 32 | Retained earnings, endowment, accumulated in | | | | 32 | |
| Se | 33 | Total net assets or fund balances | | | 588,313. | 33 | 1,343,078. |
| | 34 | Total liabilities and net assets/fund balances | | | 7,149,402. | 34 | 7,434,958. |
| | . • . | . J.aabiiitioo aria riot abboto/furia balaribob | | | , -, | | , , , = , • • |

Form 990 (2012) TRANSFAIR USA 41-1848081 Page 12

| Pa | rt XI Reconciliation of Net Assets | | | | | |
|----|--|----------|------|----|-----|------------|
| | Check if Schedule O contains a response to any question in this Part XI | | | | | |
| | | | | | | |
| 1 | Total revenue (must equal Part VIII, column (A), line 12) | 1 | | | | <u>33.</u> |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | 9 , | | | 68. |
| 3 | Revenue less expenses. Subtract line 2 from line 1 | 3 | | | | 65. |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | | 58 | 8,3 | 13. |
| 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 | 1, | 34 | 3,0 | 78. |
| Pa | rt XII Financial Statements and Reporting | | | | | |
| | Check if Schedule O contains a response to any question in this Part XII | | | | | X |
| | | | _ | | Yes | No |
| 1 | Accounting method used to prepare the Form 990: Cash X Accrual Other | | | | | |
| | If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule | О. | | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? | | | 2a | | X |
| | If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed | d on a | | | | |
| | separate basis, consolidated basis, or both: | | | | | |
| | Separate basis Consolidated basis Both consolidated and separate basis | | | | | |
| b | Were the organization's financial statements audited by an independent accountant? | | | 2b | X | |
| | If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separat | te basis | s, [| | | |
| | consolidated basis, or both: | | | | | |
| | Separate basis X Consolidated basis Both consolidated and separate basis | | | | | |
| С | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the | e audit | t, | | | |
| | review, or compilation of its financial statements and selection of an independent accountant? | | | 2c | X | |
| | If the organization changed either its oversight process or selection process during the tax year, explain in Sch | | | | | |
| За | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Si | | | | | |
| | Act and OMB Circular A-133? | | | За | | Х |
| b | If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the requ | ired au | ıdit | | | |
| | or audits, explain why in Schedule O and describe any steps taken to undergo such audits | | | 3b | | |

SCHEDULE A

Department of the Treasury Internal Revenue Service

(Form 990 or 990-EZ)

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

► Attach to Form 990 or Form 990-EZ. ► See separate instructions.

OMB No. 1545-0047

Open to Public Inspection

Name of the organization

TRANSFAIR USA

Employer identification number

| Part I | Reason | for Public Char | fity Status (All organiz | ations mu | st complet | te this part | :.) See inst | tructions. | | | | |
|----------|---|------------------------------|--|---------------|--------------------|-------------------|-------------------|---------------------------------------|----------------------|--------------|-----------|----------|
| he organ | ization is not a | a private foundation | because it is: (For lines | 1 through | 11, check | only one b | ox.) | | | | | |
| 1 | | | | | | | | | | | | |
| 2 | A school described in section 170(b)(1)(A)(ii). (Attach Schedule E.) | | | | | | | | | | | |
| з 🗌 | | | | | | 170(b)(1) | (A)(iii). | | | | | |
| 4 | A hospital or a cooperative hospital service organization described in section 170(b)(1)(A)(iii). A medical research organization operated in conjunction with a hospital described in section 170(b)(1)(A)(iii). Enter the hospital's name, | | | | | | | | | | | |
| | city, and stat | | -, | | | | | (-/(-/(-/(-/(- | ., | | | , |
| 5 | An organizati | on operated for the | benefit of a college or ur | niversity ov | wned or o | perated by | a governi | mental uni | t describe | ed in | | |
| | section 170 | (b)(1)(A)(iv). (Comple | ete Part II.) | | | | | | | | | |
| 6 | A federal, sta | ite, or local governm | ent or governmental uni | t describe | d in sectio | n 170(b)(1 | I)(A)(v). | | | | | |
| 7 | | | eives a substantial part | | | | | or from the | general | public desc | cribed i | in |
| | | b)(1)(A)(vi). (Comple | | | | Ü | | | | | | |
| 8 | | | section 170(b)(1)(A)(vi). | (Complete | Part II.) | | | | | | | |
| 9 X | | | eives: (1) more than 33 | | | rom contri | butions. n | nembershi | p fees. ar | nd aross re | eceipts | from |
| | | | nctions - subject to certa | | | | | | | | | |
| | | | axable income (less sect | | | | | | | | | |
| | | 509(a)(2). (Complete | | | , | | | ,e e.ge | | | , | ٠. |
| 10 | | | perated exclusively to te | st for publ | ic safety 9 | See sectio | n 509(a)(4 | 1\ | | | | |
| 11 🗔 | - | - | perated exclusively for the | • | • | | | | v out the | nurnoses | of one | or |
| — | • | | ations described in section | | | | | | • | | | 0. |
| | | | organization and comple | | • | , , , | -). 000 00 |) 000 i | u)(0): 0110 | 30K the 507 | · triat | |
| | a Type I | | · — · | ype III - Fu | _ | | , | gyT 🔲 t | e III - Nor | n-functional | lly inter | arated |
| | ,, | | at the organization is not | | • | - | | • • • | | | | - |
| c | | | han one or more publicly | | | | | | | | | |
| f | | | tten determination from t | | | | | | <i>σ</i> (α)(1) Οι . | 30000011300 | J(a)(∠). | |
| • | | rganization, check th | | | | | | 5 III | | | | |
| a | | , | nis box organization accepted ar | | | | | owing por | 2 | | | |
| g | | | | | | | | | | | Vac | Na |
| | | | lirectly controls, either al | | | | | | | | Yes | No |
| | | | upported organization? | | | | | | | | | _ |
| | | | n described in (i) above? | | | | | | | | | |
| | | | person described in (i) o | | | | | | | 11g(iii) | <u>ш</u> | <u> </u> |
| h | Provide the f | ollowing information | about the supported or | ganization | (S). | | | | | | | |
| (i) Nama | of ounported | /::\ EIN | (iii) Type of organization | (iv) Is the c | organization | (v) Did voi | ı notify the | (vi) ls | the | (vii) Amoun | t of mou | noton/ |
| . , | of supported anization | (ii) EIN | (iii) Type of organization (described on lines 1-9 | | sted in your | | | (vi) Is organizatio (i) organiz | on in col. | ` ' | oport | iletai y |
| org | amzation | | above or IRC section | governing | document? | (i) of your | support? | U.S | .? | oup | ,port | |
| | | | (see instructions)) | Yes | No | Yes | No | Yes | No | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
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| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

| Sec | ction A. Public Support | | | | | | |
|------|---|---------------------|--------------------|-------------|----------|---------------------|-----------|
| Cale | ndar year (or fiscal year beginning in) | (a) 2008 | (b) 2009 | (c) 2010 | (d) 2011 | (e) 2012 | (f) Total |
| 1 | Gifts, grants, contributions, and | | | | | | |
| | membership fees received. (Do not | | | | | | |
| | include any "unusual grants.") | | | | | | |
| 2 | Tax revenues levied for the organ- | | | | | | |
| | ization's benefit and either paid to | | | | | | |
| | or expended on its behalf | | | | | | |
| 3 | The value of services or facilities | | | | | | |
| | furnished by a governmental unit to | | | | | | |
| | the organization without charge | | | | | | |
| 4 | Total. Add lines 1 through 3 | | | | | | |
| 5 | The portion of total contributions | | | | | | |
| | by each person (other than a | | | | | | |
| | governmental unit or publicly | | | | | | |
| | supported organization) included | | | | | | |
| | on line 1 that exceeds 2% of the | | | | | | |
| | amount shown on line 11, | | | | | | |
| | column (f) | | | | | | |
| 6 | Public support. Subtract line 5 from line 4. | | | | | | |
| | ction B. Total Support | | • | • | | • | |
| Cale | ndar year (or fiscal year beginning in) | (a) 2008 | (b) 2009 | (c) 2010 | (d) 2011 | (e) 2012 | (f) Total |
| 7 | Amounts from line 4 | , , | , , | , , | | , , | ,, |
| 8 | Gross income from interest, | | | | | | |
| | dividends, payments received on | | | | | | |
| | securities loans, rents, royalties | | | | | | |
| | and income from similar sources | | | | | | |
| 9 | Net income from unrelated business | | | | | | |
| _ | activities, whether or not the | | | | | | |
| | business is regularly carried on | | | | | | |
| 10 | Other income. Do not include gain | | | | | | |
| | or loss from the sale of capital | | | | | | |
| | assets (Explain in Part IV.) | | | | | | |
| 11 | Total support. Add lines 7 through 10 | | | | | | |
| | Gross receipts from related activities, | etc. (see instructi | ons) | | | 12 | |
| | First five years. If the Form 990 is for | | | | | L | |
| | organization, check this box and stor | - | | | • | | |
| Sec | ction C. Computation of Publ | | | | | | |
| 14 | Public support percentage for 2012 (| ine 6, column (f) d | ivided by line 11, | column (f)) | | 14 | % |
| | Public support percentage from 2011 | | | | | 15 | % |
| | | | | | | nore, check this bo | ox and |
| | 6a 33 1/3% support test - 2012. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization | | | | | | |
| b | 33 1/3% support test - 2011. If the | | | | | | |
| | and stop here. The organization qual | | | | | | |
| 17a | 10% -facts-and-circumstances tes | | | | | | |
| | and if the organization meets the "fac | | | | | | |
| | meets the "facts-and-circumstances" | | | | | | |
| b | 10% -facts-and-circumstances tes | | | | | | |
| _ | more, and if the organization meets the | - | | | | | |
| | organization meets the "facts-and-circ | | • | | | | |
| 18 | Private foundation. If the organization | | | | | | |
| _ | | | | , ,, | , | | |

Part III | Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

| Sec | etion A. Public Support | ciow, picace corri | note i art ii.j | | | | |
|------|--|--------------------|---------------------|---------------------|---------------------|------------|-------------|
| | ndar year (or fiscal year beginning in) | (a) 2008 | (b) 2009 | (c) 2010 | (d) 2011 | (e) 2012 | (f) Total |
| 1 | Gifts, grants, contributions, and | , | ` , | `, | ` , | , , | ., |
| | membership fees received. (Do not | | | | | | |
| | include any "unusual grants.") | 3377590. | 2870533. | 1841703. | 1722774. | 1997232. | 11809832. |
| 2 | Gross receipts from admissions, | | | | | | |
| _ | merchandise sold or services per- | | | | | | |
| | formed, or facilities furnished in | | | | | | |
| | any activity that is related to the organization's tax-exempt purpose | 5807445. | 7010644. | 6909187. | 8809035. | 7847496. | 36383807. |
| 3 | Gross receipts from activities that | | | | | | |
| ٠ | are not an unrelated trade or bus- | | | | | | |
| | iness under section 513 | | | | | | |
| 1 | Tax revenues levied for the organ- | | | | | | |
| 7 | ization's benefit and either paid to | | | | | | |
| | or expended on its behalf | | | | | | |
| - | | | | | | | |
| 5 | The value of services or facilities | | | | | | |
| | furnished by a governmental unit to | | | | | | |
| _ | the organization without charge | 9185035. | 9881177. | 0750000 | 10521000 | 0011720 | 10102620 |
| | Total. Add lines 1 through 5 | 9100000. | 90011//• | 8/30890. | 10531809. | 9044/20. | 48193639. |
| 7a | Amounts included on lines 1, 2, and | 2401250 | 2126420 | 1147500 | 005 000 | 000 000 | 7512525 |
| | 3 received from disqualified persons | 2401358. | 2136429. | 1147508. | 905,920. | 922,320. | 7513535. |
| b | Amounts included on lines 2 and 3 received from other than disqualified persons that | | | | | | |
| | exceed the greater of \$5,000 or 1% of the | | | | | | |
| | amount on line 13 for the year | 2867542. | 3618734. | 3480684. | | | 20554370. |
| C | Add lines 7a and 7b | 5268900. | 5755163. | 4628192. | 6800582. | | 28067905. |
| | Public support (Subtract line 7c from line 6.) | | | | | | 20125734. |
| | ction B. Total Support | | | | | | |
| Cale | ndar year (or fiscal year beginning in) 🕨 | (a) 2008 | (b) 2009 | (c) 2010 | (d) 2011 | (e) 2012 | (f) Total |
| 9 | Amounts from line 6 | 9185035. | 9881177. | 8750890. | 10531809. | 9844728. | 48193639. |
| 10a | Gross income from interest, | | | | | | |
| | dividends, payments received on securities loans, rents, royalties | | | | | | |
| | and income from similar sources | 62,285. | 12,774. | 7,175. | 2,788. | 2,205. | 87,227. |
| b | Unrelated business taxable income | | | | | | |
| | (less section 511 taxes) from businesses | | | | | | |
| | acquired after June 30, 1975 | | | | | | |
| c | : Add lines 10a and 10b | 62,285. | 12,774. | 7,175. | 2,788. | 2,205. | 87,227. |
| | Net income from unrelated business | | | | - | • | - |
| | activities not included in line 10b, | | | | | | |
| | whether or not the business is regularly carried on | | | | | | |
| 12 | Other income. Do not include gain | | | | | | |
| | or loss from the sale of capital | | | | | | |
| 12 | assets (Explain in Part IV.) | 9247320. | 9893951. | 8758065. | 10534597. | 9846933. | 48280866. |
| | First five years. If the Form 990 is for | | | | | | |
| 17 | check this box and stop here | | | | | | |
| Sec | ction C. Computation of Publ | | | | | | |
| | Public support percentage for 2012 (I | | | olumn (f)) | | 15 | 41.68 % |
| | Public support percentage from 2011 | | | | | 16 | 42.60 % |
| | ction D. Computation of Inves | | | | | 10 | 22000 /0 |
| | Investment income percentage for 20 | | | e 13 column (f) | | 17 | .18 % |
| | | | | | | 18 | .34 % |
| | Investment income percentage from 2 | • | | on line 14 and line | | | |
| ıya | 33 1/3% support tests - 2012. If the | - | | | | | |
| | more than 33 1/3%, check this box at | | | | | | |
| b | 33 1/3% support tests - 2011. If the | • | | | • | • | |
| | line 18 is not more than 33 1/3%, che | | | | | | |
| 20 | Private foundation. If the organization | n did not check a | box on line 14, 19a | a, or 19b, check th | nis box and see ins | structions | <u></u> ▶∟⊥ |

** PUBLIC DISCLOSURE COPY **

Schedule B (Form 990, 990-EZ, or 990-PF)

Department of the Treasury Internal Revenue Service

Name of the organization

Schedule of Contributors

► Attach to Form 990, Form 990-EZ, or Form 990-PF.

OMB No. 1545-0047

2012

Employer identification number

41-1848081 TRANSFAIR USA Organization type (check one): Filers of Section: X 501(c)(3) (enter number) organization Form 990 or 990-EZ 4947(a)(1) nonexempt charitable trust not treated as a private foundation 527 political organization Form 990-PF 501(c)(3) exempt private foundation 4947(a)(1) nonexempt charitable trust treated as a private foundation 501(c)(3) taxable private foundation Check if your organization is covered by the General Rule or a Special Rule. Note. Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions. **General Rule** For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. **Special Rules** For a section 501(c)(3) organization filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi) and received from any one contributor, during the year, a contribution of the greater of (1) \$5,000 or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h, or (ii) Form 990-EZ, line 1. Complete Parts I and II. For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 for use exclusively for religious, charitable, scientific, literary, or educational purposes, or the prevention of cruelty to children or animals. Complete Parts I, II, and III.

Caution. An organization that is not covered by the General Rule and/or the Special Rules does not file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on Part I, line 2 of its Form 990-PF, to certify that it does not meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

religious, charitable, etc., contributions of \$5,000 or more during the year

For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions for use *exclusively* for religious, charitable, etc., purposes, but these contributions did not total to more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Do not complete any of the parts unless the **General Rule** applies to this organization because it received nonexclusively

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990, 990-EZ, or 990-PF. Schedule B (Form 990, 990-EZ, or 990-PF) (2012)

Name of organization

Employer identification number

TRANSFAIR USA

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional | l spa | ce is needed. | |
|------------|---|-------|----------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 1 | | \$_ | 550,000. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 2 | | \$_ | 5,000. | Person X Payroll Oncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 3 | | \$_ | 100,000. | Person X Payroll |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 4 | | \$_ | 117,400. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 5 | | \$_ | 172,320. | Person Payroll Noncash X (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 6 | | \$_ | 10,000. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |

Name of organization

Employer identification number

TRANSFAIR USA

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional | l spa | ce is needed. | |
|------------|---|-------|----------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 7 | | \$_ | 15,000. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 8 | | \$_ | 17,619. | Person Payroll Noncash X (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 9 | | \$_ | 15,000. | Person X Payroll |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 10 | Hume, address, and Zir + 4 | \$_ | 45,000. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 11 | | \$_ | 300,000. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 12 | | \$_ | 226,616. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |

Name of organization

Employer identification number

TRANSFAIR USA

| Part I | Contributors (see instructions). Use duplicate copies of Part I if additional | l spa | ce is needed. | |
|------------|---|-------|----------------------------|---|
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 13 | | \$_ | 220,000. | Person X Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 14 | | \$_ | 20,000. | Person X Payroll Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 15 | | \$_ | 100,000. | Person X Payroll |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| 16 | | \$_ | 37,236. | Person Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| | | \$_ | | Person Payroll Noncash (Complete Part II if there is a noncash contribution.) |
| (a) No. | (b) Name, address, and ZIP + 4 | | (c) Total contributions | (d) Type of contribution |
| | | \$_ | | Person Payroll Noncash (Complete Part II if there is a noncash contribution.) |

Schedule B (Form 990, 990-EZ, or 990-PF) (2012) Name of organization **Employer identification number**

TRANSFAIR USA

| Part II | Noncash Property (see instructions). Use duplicate copies of Part II if a | additional space is needed. | |
|------------------------------|---|--|-----------------------------|
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (see instructions) | (d) Date received |
| | SOFTWARE | | |
| 5 | - | | |
| | | \$ 172,320. | 12/31/12 |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (see instructions) | (d) Date received |
| 8 | 118 SHARES MCCORMICK & CO, 203 SHARES ROCHE HLDG | | |
| | ROCHE HEDG | | |
| | | \$17,619. | 12/27/12 |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (see instructions) | (d) Date received |
| | SOFTWARE | | |
| 16 | | | |
| | | \$37,236. | 12/31/12 |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (see instructions) | (d) Date received |
| | | | |
| | | | |
| | | \$ | |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (see instructions) | (d) Date received |
| | | | |
| | | | |
| | - | \$ | |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (see instructions) | (d) Date received |
| | | | |
| | | | |
| | | \$ | |
| 223/53 12-2 | 4.40 | Schadula R /Form 0 | 90 990-F7 or 990-PF\ (2012) |

Employer identification number

| тR | ANS | FA | TR | USZ |
|----|-----|----|----|-----|

| Part III | Exclusively religious, charitable, etc., indiv year. Complete columns (a) through (e) and the total of exclusively religious, charitable, etc. Use duplicate copies of Part III if additional | idual contributions to section 501(e following line entry. For organizati ., contributions of \$1,000 or less fo | c)(7), (8), ons comp r the year. | or (10) organizations that total more than \$1,000 for the leting Part III, enter (Enter this information once.) \$ |
|---------------------------|--|---|--|---|
| (a) No. from Part I | (b) Purpose of gift | (c) Use of gift | | (d) Description of how gift is held |
| | Transferee's name, address, an | (e) Transfer of gi | | elationship of transferor to transferee |
| (a) No | | | | |
| (a) No. from Part I | (b) Purpose of gift | (c) Use of gift | | (d) Description of how gift is held |
| | Transferee's name, address, an | (e) Transfer of gi | | elationship of transferor to transferee |
| (a) No. from Part I | (b) Purpose of gift | (c) Use of gift | | (d) Description of how gift is held |
| - | Transferee's name, address, an | (e) Transfer of gi | | elationship of transferor to transferee |
| (a) No. from Part I | (b) Purpose of gift | (c) Use of gift | | (d) Description of how gift is held |
| | Transferee's name, address, an | (e) Transfer of gi | | elationship of transferor to transferee |
| | | | | |

SCHEDULE D

(Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

➤ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. ➤ Attach to Form 990. ➤ See separate instructions. 2012
Open to Public Inspection

Name of the organization

TRANSFATR IISA

Employer identification number 41 – 1848081

| Pai | t I Organizations Maintaining Donor Advised F | unds or Other Similar Funds | or Accounts. Complete if the |
|-----|--|--|--|
| | organization answered "Yes" to Form 990, Part IV, line 6. | | |
| | | (a) Donor advised funds | (b) Funds and other accounts |
| 1 | Total number at end of year | , , | • • |
| 2 | Aggregate contributions to (during year) | | |
| 3 | Aggregate grants from (during year) | | |
| 4 | Aggregate value at end of year | | |
| 5 | Did the organization inform all donors and donor advisors in writing | ng that the assets held in donor advis | ed funds |
| Ŭ | are the organization's property, subject to the organization's exc | _ | |
| 6 | Did the organization inform all grantees, donors, and donor advis | | |
| • | for charitable purposes and not for the benefit of the donor or do | | |
| | impermissible private benefit? | | |
| Pai | | | |
| 1 | Purpose(s) of conservation easements held by the organization (| | |
| | Preservation of land for public use (e.g., recreation or educ | | torically important land area |
| | Protection of natural habitat | Preservation of a certi | |
| | 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 Tax Year |
| а | Total number of conservation easements | | 2a |
| b | | | |
| С | Number of conservation easements on a certified historic structu | ure included in (a) | 2c |
| d | Number of conservation easements included in (c) acquired afte | r 8/17/06, and not on a historic structu | ıre |
| | listed in the National Register | | 2d |
| 3 | Number of conservation easements modified, transferred, release | ed, extinguished, or terminated by the | organization during the tax |
| | year > | | |
| 4 | Number of states where property subject to conservation easem | ent is located | |
| 5 | Does the organization have a written policy regarding the periodic | c monitoring, inspection, handling of | |
| | violations, and enforcement of the conservation easements it ho | | |
| 6 | Staff and volunteer hours devoted to monitoring, inspecting, and | | |
| 7 | Amount of expenses incurred in monitoring, inspecting, and enfo | | |
| 8 | Does each conservation easement reported on line 2(d) above sa | atisfy the requirements of section 170 | |
| | | | |
| 9 | In Part XIII, describe how the organization reports conservation of | · | |
| | include, if applicable, the text of the footnote to the organization | 's financial statements that describes | the organization's accounting for |
| Do | conservation easements. t III Organizations Maintaining Collections of A | rt Historiaal Trassuras or O | ther Similar Assets |
| Fai | Complete if the organization answered "Yes" to Form 990 | • | ther Sillinal Assets. |
| 10 | If the organization elected, as permitted under SFAS 116 (ASC 9 | | cont and balance sheet works of art |
| Id | historical treasures, or other similar assets held for public exhibit | | |
| | the text of the footnote to its financial statements that describes | | nice of public service, provide, in Part Alli, |
| h | If the organization elected, as permitted under SFAS 116 (ASC 9 | | and halance shoot works of art, historical |
| D | | | |
| | treasures, or other similar assets held for public exhibition, educated relating to these items: | ation, or research in furtherance of put | one service, provide the following amounts |
| | (i) Revenues included in Form 990, Part VIII, line 1 | | • |
| | | | |
| 2 | If the organization received or held works of art, historical treasu | res or other similar assets for financia | |
| 2 | the following amounts required to be reported under SFAS 116 (| | ı yanı, provide |
| а | Revenues included in Form 990, Part VIII, line 1 | | > \$ |
| | | | |
| | , assets meladed in Ferrit 600, Fair A | | |

| | t III Organizations Maintaining C | | rt. Historical 1 | reasures | or Othe | | | | Page Z | | |
|--------|--|------------------------|---------------------------------|------------------|-------------|-----------------------|--------------|------------------|---------------|--|--|
| 3 | Using the organization's acquisition, accessi | | | | | | | | | | |
| 3 | (check all that apply): | on, and other record | is, check any or th | ie following the | at are a si | grilloant use | 01 113 00 | ilection | IIICIIIS | | |
| а | | | | | | | | | | | |
| b | Scholarly research | e | | criange progr | | | | | | | |
| | Preservation for future generations | e | | | | | | | | | |
| C 1 | · · | alloctions and synlai | n how thoy further | the ergonizet | ion's even | ant nurnaca | in Dort V | | | | |
| 4 5 | Provide a description of the organization's concluding the year, did the organization solicit of | | | | | | III Fail A | III. | | | |
| 3 | to be sold to raise funds rather than to be ma | | | | | | | Y es | ☐ No | | |
| Pai | t IV Escrow and Custodial Arran | | | | | | | | NO | | |
| ı uı | reported an amount on Form 990, Pal | | ete ii tile organizat | lon answered | 165 101 | OIIII 990, F | aitiv, iiile | 3, UI | | | |
| 12 | Is the organization an agent, trustee, custod | | diany for contribution | one or other as | eeate not i | included | | | | | |
| Ia | on Form 990, Part X? | | | | | | | Yes | □ No | | |
| h | If "Yes," explain the arrangement in Part XIII | | | | | | ا كا | 163 | NO | | |
| b | ii res, explain the arrangement in Fart Alli | and complete the lo | mowning table. | | | | | mount | | | |
| • | Paginning balance | | | | | 1c | ^ | mount | | | |
| | Beginning balance | | | | | | | | | | |
| | Additions during the year | | | | | | | | | | |
| f | Distributions during the year | | | | | 1 1 | | | | | |
| 22 | Ending balance | | | | | | | /es | □ No | | |
| | If "Yes," explain the arrangement in Part XIII. | | | | | | | | | | |
| Pai | | | | | | | | | | | |
| | 2 1 2 1 and 5 complete 1 | (a) Current year | (b) Prior year | | | d) Three years | s hack | ∍\ F∩ur | years back | | |
| 12 | Beginning of year balance | (a) Ourient year | (b) i noi yeai | (C) Two you | , nobd or | uj miloo youn |) Nobel C | -) i oui | youro buok | | |
| h | Contributions | | | + | | | | | | | |
| 0 | Net investment earnings, gains, and losses | | | + | | | | | | | |
| 4 | Grants or scholarships | | | + | | | | | | | |
| u | Other expenditures for facilities | | | | | | | | | | |
| C | • | | | | | | | | | | |
| f | and programs | | | | | | | | | | |
| | Administrative expenses End of year balance | | | | | | | | | | |
| g 2 | Provide the estimated percentage of the curr | | o (lino 1a, column | (a)) hold as: | | | | | | | |
| | Board designated or quasi-endowment | | .e (iii le 19, colui ii i 04 | (a)) Held as. | | | | | | | |
| a | Permanent endowment | % | | | | | | | | | |
| | Temporarily restricted endowment | % % | | | | | | | | | |
| · | The percentages in lines 2a, 2b, and 2c shou | | | | | | | | | | |
| 32 | Are there endowment funds not in the posse | | ation that are held | and administr | ared for th | o organizatio | on | | | | |
| Ja | by: | 331011 Of the organiza | ation that are neid | and administr | ered for th | ie organizati | JII | Г | Yes No | | |
| | (i) unrelated organizations | | | | | | Г | 3a(i) | 163 140 | | |
| | | | | | | | | 3a(ii) | | | |
| h | If "Yes" to 3a(ii), are the related organizations | listed as required o | | | | | | 3b | | | |
| 4 | Describe in Part XIII the intended uses of the | | | | | | L | 00 | | | |
| Pai | t VI Land, Buildings, and Equipm | | | | | | | | | | |
| | Description of property | (a) Cost or o | | st or other | (c) Ac | cumulated | 14 | l) Book | value | | |
| | bescription of property | basis (investr | | s (other) | | reciation | , (| , 5001 | value | | |
| | Land | , | | . , | , , | | | | | | |
| | Buildings | | | 0. | | 0 | | | | | |
| | Leasehold improvements | | | 50,440. | | 34,820 | - 1 | 15 | ,620. | | |
| | Equipment | | | 43,652. | 1 | 85,724 | | | ,928. | | |
| | Other | I | 1 | 68,590. | | 06,972 | | | ,618. | | |
| | . Add lines 1a through 1e. (Column (d) must e | | | | | | | | ,166. | | |

Schedule D (Form 990) 2012

| Part VII Investments - Other Securities. See Form 990, Part X, line 12. | | | | | | | | | |
|---|------------------------|------------------|----------------------|-----------------------|--|--|--|--|--|
| (a) Description of security or category (including name of security) | (b) Book value | (c) Method of va | luation: 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) | | | | | | | | | |
| (I) Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) | | | | | | | | | |
| Part VIII Investments - Program Related. Se | o Form 900 Part V line | | | | | | | | |
| (a) Description of investment type | (b) Book value | | luation: Cost or end | -of-year market value | | | | | |
| (1) | (, | (-, | | | | | | | |
| (2) | | | | | | | | | |
| (3) | | | | | | | | | |
| (4) | | | | | | | | | |
| (5) | | | | | | | | | |
| (6) | | | | | | | | | |
| (7) | | | | | | | | | |
| (8) | | | | | | | | | |
| (9) | | | | | | | | | |
| (10) | | | | | | | | | |
| Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.) | | | | | | | | | |
| Part IX Other Assets. See Form 990, Part X, line | | | | | | | | | |
| | Description | | | (b) Book value | | | | | |
| (1) | | | | | | | | | |
| (2) | | | | | | | | | |
| (3) | | | | | | | | | |
| (4) | | | | | | | | | |
| (5) | | | | | | | | | |
| <u>(6)</u> | | | | | | | | | |
| <u>(7)</u> | | | | | | | | | |
| <u>(8)</u> (9) | | | | | | | | | |
| (10) | | | | | | | | | |
| Total. (Column (b) must equal Form 990, Part X, col. (B) line | e 15.) | | • | | | | | | |
| Part X Other Liabilities. See Form 990, Part X, I | | | | | | | | | |
| (a) Description of liability | | (b) Book value | | | | | | | |
| (1) Federal income taxes | | | | | | | | | |
| (2) DEFERRED LEASE INCENTIVE | | 255,641. | | | | | | | |
| (3) | | | | | | | | | |
| (4) | | | | | | | | | |
| (5) | | | | | | | | | |
| (6) | | | | | | | | | |
| (7) | | | | | | | | | |
| (8) | | | | | | | | | |
| (9) | | | | | | | | | |
| (10) | | | | | | | | | |
| (11) | | 055 641 | | | | | | | |
| Total. (Column (b) must equal Form 990, Part X, col. (B) line | e 25.) ► | 255,641. | | | | | | | |

41-1848081 Page 4 TRANSFAIR USA Schedule D (Form 990) 2012 Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return Total revenue, gains, and other support per audited financial statements Amounts included on line 1 but not on Form 990. Part VIII. line 12: a Net unrealized gains on investments Donated services and use of facilities 2b c Recoveries of prior year grants 2c 2d Other (Describe in Part XIII.) Add lines 2a through 2d 2e Subtract line 2e from line 1 3 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 Other (Describe in Part XIII.) 4h Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return Total expenses and losses per audited financial statements Amounts included on line 1 but not on Form 990, Part IX, line 25: a Donated services and use of facilities 2b Prior year adjustments c Other losses 2c Other (Describe in Part XIII.) 2d Add lines 2a through 2d 2e Subtract line 2e from line 1 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 **b** Other (Describe in Part XIII.) Add lines 4a and 4b 4c Total expenses, Add lines 3 and 4c, (This must equal Form 990, Part I, line 18.) Part XIII Supplemental Information Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information. PART X, LINE 2: THE ORGANIZATION RECOGNIZES THE EFFECTS OF ITS INCOME

TAX POSITIONS ARE MORE LIKELY THAN NOT OF BEING SUSTAINED. THE ORGANIZATION HAS EVALUATED ITS TAX POSITIONS AND HAS CONCLUDED AS OF DECEMBER 31, 2012 AND 2011, THAT THE ORGANIZATION DOES NOT HAVE ANY SIGNIFICANT UNCERTAIN TAX POSITIONS FOR WHICH A RESERVE WOULD BE NECESSARY.

PARTS XI AND XII: ON MAY 9, 2011, TRANSFAIR USA ACQUIRED WORLD OF GOOD:

Schedule D (Form 990) 2012

| Supplemental information (continued) |
|--|
| DEVELOPMENT ORGANIZATION, INC., A CALIFORNIA NON-PROFIT PUBLIC BENEFIT |
| 501(C)(3) ORGANIZATION. ON AUGUST 5, 2011, THE NAME OF THE ACQUIRED |
| ORGANIZATION WAS CHANGED TO GOOD WORLD SOLUTIONS, INC. (GWS). GWS IS A |
| MEMBER ORGANIZATION AND AS A RESULT OF THE ACQUISITION, TRANSFAIR USA |
| BECAME THE SOLE MEMBER OF GWS. THE TWO ORGANIZATIONS WERE CONSOLIDATED FOR |
| AUDITED FINANCIAL REPORTING PURPOSES. FORM 990, SCHEDULE D, INCLUDES |
| ADJUSTMENTS FOR THE ELIMINATING ENTRIES THAT WERE USED IN THE |
| CONSOLIDATION PROCESS. |
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SCHEDULE F (Form 990)

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. ➤ See separate instructions.

OMB No. 1545-0047 Open to Public Inspection

Department of the Treasury Internal Revenue Service

Employer identification number

| Name of the organization Employer ic | Employer identification number | | |
|---|--------------------------------|--|--|
| TRANSFAIR USA 41-184 | 8081 | | |
| Part I General Information on Activities Outside the United States. Complete if the organization answe | | | |
| 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? | X Yes No | | |
| | | | |
| 2 For grantmakers. Describe in Part V the organization's procedures for monitoring the use of its grants and other assistance. | e outside the | | |
| United States. 2. Activities per Region (The following Part Libra 2 table can be duplicated if additional appear in peeded.) | | | |
| 3 Activities per Region. (The following Part I, line 3 table can be duplicated if additional space is needed.) (a) Region (b) Number of (c) Number of (d) Activities conducted in region (e) If activity listed in (d) |) (f) Total | | |
| employees (by type) (a.g. typedrajajag program ja a program agrica | expenditures | | |
| in the region agents, and services, investments, grants to describe specific type | for and investments | | |
| contractors recipients located in the region of service(s) in region | in region | | |
| | | | |
| | | | |
| | | | |
| SOUTH AMERICA 0 0 PROGRAM SERVICE & GRANTS COOPERATIVE DEVELOPME | NT 403,773. | | |
| | | | |
| | | | |
| SUB SAHARA AFRICA 0 0 PROGRAM SERVICE & GRANTS COOPERATIVE DEVELOPME | NT 23,645. | | |
| | , , | | |
| | | | |
| | | | |
| CARIBBEAN 0 0 PROGRAM SERVICE & GRANTS COOPERATIVE DEVELOPME | NT 14,388. | | |
| | | | |
| | | | |
| ASIA 0 0 PROGRAM SERVICE & GRANTS COOPERATIVE DEVELOPME | NT 102,893. | | |
| NOTE: TO STAND SHAFE & CAMAND SHAFE | 102,033. | | |
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| 3 a Sub-total 0 0 | 544,699. | | |
| b Total from continuation | | | |
| sheets to Part I 0 0 | 0. | | |
| c Totals (add lines 3a and 3b) 0 0 | 544,699. | | |

<u>Schedule F (Form 990) 2012</u> TRANSFAIR USA 41-1848081 Page 2

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) | | (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) |
|----------------------------|--|---------------------------|--------------------------------|--------------------------|---------------------------------|---|--|---|
| | | | | | | | | |
| | | | COOPERATIVE | | | | | |
| | | SOUTH AMERICA | DEVELOPMENT | 5,872. | WIRE TRANSFER | 0. | | |
| | | | | | | | | |
| | | | COOPERATIVE | | | | | |
| | | SOUTH AMERICA | DEVELOPMENT | 5,215. | WIRE TRANSFER | 0. | | |
| | | | | | | | | |
| | | | | | | | | |
| | | SOUTH AMERICA | COOPERATIVE DEVELOPMENT | 8 081 | WIRE TRANSFER | 0. | | |
| | | | | 0,001. | WIRE HUMBIEN | | | |
| | | | | | | | | |
| | | | COOPERATIVE | | | | | |
| | | SOUTH AMERICA | DEVELOPMENT | 18,489. | WIRE TRANSFER | 0. | | |
| | | | | | | | | |
| | | | COOPERATIVE | | | | | |
| | | SOUTH AMERICA | DEVELOPMENT | 11,832. | WIRE TRANSFER | 0. | | |
| | | | | | | | | |
| | | | COOPERATIVE | | | | | |
| | | | DEVELOPMENT | 15 000. | WIRE TRANSFER | 0. | | |
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| | | | | | | | | |
| | | | recognized as charities by the | foreign country | , recognized as tax-e | | | 0 |
| the IRS, or for which | the grantee or couns | el has provided a section | n 501(c)(3) equivalency letter | | | | | 0 |

<u>Schedule F (Form 990) 2012</u> TRANSFAIR USA 41-1848081 Page 3

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

Schedule F (Form 990) 2012 TRANSFAIR USA 41-1848081 Page 4
Part IV Foreign Forms

| Part | Foreign Forms | | |
|------|--|-----|------|
| | | | |
| 1 | Was the organization a U.S. transferor of property to a foreign corporation during the tax year? If "Yes," the | ıe | |
| | 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 | X No |
| 2 | Did the organization have an interest in a foreign trust during the tax year? If "Yes," the organization | | |
| | may be required to file Form 3520, Annual Return to Report Transactions with Foreign Trusts and | | |
| | Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With | | |
| | a U.S. Owner (see Instructions for Forms 3520 and 3520-A) | Yes | X 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 | X 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 | X 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 | X No |
| 6 | Did the organization have any operations in or related to any boycotting countries during the tax year? If | | |
| | "Yes," the organization may be required to file Form 5713, International Boycott Report. (see Instructions | | |
| | for Form 5713) | Yes | X No |

Schedule F (Form 990) 2012

Schedule F (Form 990) 2012 TRANSFAI Part V Supplemental Information

| Complete this part to 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. |

| (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information. |
|---|
| SCHEDULE F, PART I, LINE 2: ORGANIZATION HAS ESTABLISHED GUIDELINES AND |
| HAS REQUIRED REPORTS OUTLINING ACCOMPLISHMENTS. IN MOST CASES, THE |
| ORGANIZATION HAS PARTICIPATED IN THE EVENT FOR WHICH THE GRANT WAS GIVEN. |
| |
| SCHEDULE F, PART I, LINE 3: MONITORING THE USE OF GRANTS OUTSIDE THE U.S. |
| TAKES PLACE THROUGH CONTRACTUALLY OBLIGATED NARRATIVE AND FINANCIAL |
| PROGRESS REPORTS VALIDATED THROUGH REGULAR SITE VISITS CONDUCTED BY |
| PROGRAM MANAGEMENT CONTRACTORS BASED IN THE COUNTRY. |
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SCHEDULE I (Form 990)

Department of the Treasury Internal Revenue Service

Name of the organization

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

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

► Attach to Form 990.

OMB No. 1545-0047

Open to Public Inspection

Employer identification number

| TRANSFAIR | RUSA | | | | | | 41-1848081 |
|---|-----------------------|-------------------------------|--------------------------|---|--|--|---------------------------------------|
| Part I General Information on Grants a | and Assistance | | | | | | |
| Does the organization maintain records criteria used to award the grants or assi | | | | | | | |
| 2 Describe in Part IV the organization's pr | ocedures for mon | itoring the use of gran | t funds in the Unite | d States. | | | |
| Part II Grants and Other Assistance to | Governments an | d Organizations in th | ne United States. C | complete if the org | anization answered "` | Yes" to Form 990, Part | IV, line 21, for any |
| recipient that received more than | \$5,000. Part II car | be duplicated if addi | itional space is need | ded. | (6) NA -+ f | | |
| 1 (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 |
| EMMANUEL GOSPEL CENTER INC. | | | | | | | |
| PO BOX 180245 | | | | | | | |
| BOSTON, MA 02118 | 04-2282717 | 501(C)(3) | 10,000. | 0. | | | DEVELOP FAIR TRADE TOWNS |
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| 2 Enter total number of section 501(c)(3) a | | | | | | | |
| 3 Enter total number of other organization | ns listed in the line | 1 table | | | | | |

| Part III Grants and Other Assistance to Individual Part III can be duplicated if additional spa | | plete if the organiza | ation answered "Yes | to Form 990, Part IV, line 22. | |
|---|------------------------------------|--------------------------|---------------------------------------|---|--|
| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of non- cash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of non-cash assistance |
| | | | | | |
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| Part IV Supplemental Information. Complete this | is part to provide the information | n required in Part I, | line 2, Part III, colum | n (b), and any other additional in | formation. |
| SCHEDULE I, PART I, LINE 2: | ORGANIZATION H | AS ESTABLI | SHED GUIDE | LINES AND HAS | |
| REQUIRED REPORTS OUTLINING | ACCOMPLISHMENTS | . IN MOST | CASES, TH | E | |
| ORGANIZATION HAS PARTICIPAT | ED IN THE EVENT | FOR WHICH | THE GRANT | WAS GIVEN. | |
| | | | | | |
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SCHEDULE J (Form 990)

Compensation Information

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

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

➤ Attach to Form 990. ➤ See separate instructions. OMB No. 1545-0047

Open to Public Inspection

Name of the organization

Department of the Treasury

Internal Revenue Service

TRANSFAIR USA

Employer identification number 41-1848081

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

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

Schedule J (Form 990) 2012

Schedule J (Form 990) 2012 TRANSFAIR USA 41-1848081 Page 2

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

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

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

| (A) Name and Title | | (B) Breakdown of | W-2 and/or 1099-MI | SC compensation | (C) Retirement and other deferred | (D) Nontaxable | | | |
|--------------------|------|--------------------------|-------------------------------------|---|-----------------------------------|----------------|------------|---|--|
| | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | compensation | benefits | (B)(i)-(D) | reported as deferred in prior Form 990 | |
| (1) PAUL RICE | (i) | 173,238. | 47,750. | 0. | 4,715. | 28,389. | 254,092. | 0. | |
| PRESIDENT/CEO | (ii) | 0. | 0. | 0. | 0. | 0. | | 0. | |
| (2) TODD STARK | (i) | 170,997. | 23,625. | 0. | 0. | 34,523. | 229,145. | 0. | |
| C00 | (ii) | 0. | 0. | 0. | 0. | 0. | | 0. | |
| (3) MARY JO COOK | (i) | 142,500. | 21,375. | 0. | 1,605. | 0. | | 0. | |
| CIO | (ii) | 0. | 0. | 0. | 0. | 0. | | 0. | |
| (4) DAVID KRIER | (i) | 107,021. | 10,733. | 0. | 4,723. | 30,749. | 153,226. | 0. | |
| VICE PRESIDENT | (ii) | 0. | 0. | 0. | 0. | 0. | | 0. | |
| (5) JILL SOUTHARD | (i) | 119,371. | 12,216. | 0. | 5,369. | 18,255. | 155,211. | 0. | |
| VICE PRESIDENT | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. | |
| | (i) | | | | | | | | |
| | (ii) | | | | | | | | |
| | (i) | | | | | | | | |
| | (ii) | | | | | | | | |
| | (i) | | | | | | | | |
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| | (ii) | | | | | | | | |
| | (i) | | | | | | | | |
| | (ii) | | | | | | | | |
| | (i) | | | | | | | | |
| | (ii) | | | | | | | | |

SCHEDULE M (Form 990)

Department of the Treasury Internal Revenue Service

Noncash Contributions

► Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30. Attach to Form 990.

OMB No. 1545-0047

Open to Public Inspection

Name of the organization

TRANSFAIR USA

Employer identification number

| Par | rt I Types of Property | | | | | | | |
|----------|---|---------------------|----------------------------|---|-------------------------------|-----------|--------|----------|
| | | (a) | (b) | (c) | (d) | | | |
| | | Check if applicable | Number of contributions or | Noncash contribution amounts reported on | Method of de noncash contribu | | | |
| | | арріісаріе | | Form 990, Part VIII, line 1g | Horicasii continot | JUIOIT AI | HOUITE | <u> </u> |
| 1 | Art - Works of art | | | | | | | |
| 2 | Art - Historical treasures | | | | | | | |
| 3 | Art - Fractional interests | | | | | | | |
| 4 | Books and publications | | | | | | | |
| 5 | Clothing and household goods | | | | | | | |
| 6 | Cars and other vehicles | | | | | | | |
| 7 | Boats and planes | | | | | | | |
| 8 | Intellectual property | | | | | | | |
| 9 | Securities - Publicly traded | | | | | | | |
| 10 | Securities - Closely held stock | | | | | | | |
| 11 | Securities - Partnership, LLC, or | | | | | | | |
| | trust interests | | | | | | | |
| 12 | Securities - Miscellaneous | | | | | | | |
| 13 | Qualified conservation contribution - | | | | | | | |
| | Historic structures | | | | | | | |
| 14 | Qualified conservation contribution - Other | | | | | | | |
| 15 | Real estate - Residential | | | | | | | |
| 16 | Real estate - Commercial | | | | | | | |
| 17 | Real estate - Other | | | | | | | |
| 18 | Collectibles | | | | | | | |
| 19 | Food inventory | | | | | | | |
| 20 | Drugs and medical supplies | | | | | | | |
| 21 | Taxidermy | | | | | | | |
| 22 | Historical artifacts | | | | | | | |
| 23 | Scientific specimens | | | | | | | |
| 24 | Archeological artifacts Other ► (SOFTWARE) | X | 2 | 209,556. | FMV | | | |
| 25 | | | | 209,330. | L III A | | | |
| 26 27 | Other () Other () | | | | | | | |
| 28 | Other () | | | | | | | |
| 29 | Number of Forms 8283 received by the organi | I ization durin | the tax vear for c | contributions | | | | |
| | for which the organization completed Form 82 | | | | | | | |
| | when the organization completed from CE | , | Donoc / totalowiou, | goment | | | Yes | No |
| 30a | During the year, did the organization receive b | v contributio | on anv property rei | oorted in Part I. lines 1-28 th | at it must hold for | | 100 | -110 |
| | at least three years from the date of the initial | | | | | | | |
| | the entire holding period? | | | · | | 30a | | Х |
| b | If "Yes," describe the arrangement in Part II. | | | | | | | |
| 31 | Does the organization have a gift acceptance | policy that re | equires the review | of any non-standard contrib | utions? | 31 | | Х |
| 32a | Does the organization hire or use third parties | | | | | | | |
| | | | _ | | | 32a | | X |
| b | If "Yes," describe in Part II. | | | | | | | |
| 33 | If the organization did not report an amount in | column (c) f | or a type of prope | rty for which column (a) is ch | necked, | | | |
| | describe in Part II. | | | | | | | |

SCHEDULE O (Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

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

Attach to Form 990 or 990-EZ.

OMB No. 1545-0047

2012
Open to Public Inspection

Name of the organization

TRANSFAIR USA

Employer identification number 41-1848081

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

MODEL.

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

FAIR TRADE CERTIFIED PRODUCTS AVAILABLE IN VIRTUALLY EVERY MAJOR

SUPERMARKET IN AMERICA AS WELL AS THOUSANDS OF RESTAURANTS, CAFETERIAS

AND CAF®. THESE FAIR TRADE PRODUCTS WERE IMPORTED INTO THE U.S. FROM

547 PRODUCER ORGANIZATIONS IN COUNTRIES ACROSS AFRICA, ASIA, AND LATIN

AMERICA.

IN ADDITION, FOR THE FIRST TIME EVER, ANNUAL COMMUNITY DEVELOPMENT

PREMIUMS PAYMENTS TOPPED THE \$30 MILLION MARK: AT \$37 MILLION THEY WERE

UP 70% VERSUS 2011. IN THE 15 YEARS SINCE FAIR TRADE USA STARTED

CERTIFYING FAIR TRADE PRODUCTS IN 1998, FAIR TRADE FARMERS AND WORKERS

AROUND THE WORLD HAVE EARNED OVER \$114 MILLION IN COMMUNITY DEVELOPMENT

PREMIUMS. FAIR TRADE STANDARDS REQUIRE THAT FAIR TRADE COOPERATIVE

MEMBERS OR LABOR WORKERS COLLECTIVELY DECIDE HOW TO INVEST THE

PREMIUMS. SOME OF THE PROJECTS THAT THE 547 PRODUCER ORGANIZATION

MEMBERS VOTED FOR IN 2012 INCLUDED BUILDING SCHOOLS, FUNDING

SCHOLARSHIPS, FINDING WAYS TO BE ENVIRONMENTALLY SUSTAINABLE, IMPROVING

BUSINESSES, PROVIDING HEALTH CARE, AND FINANCING MICRO-CREDIT PROGRAMS.

FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS:

AWARENESS CAMPAIGN THAT ACHIEVED OVER 100 MILLION IMPRESSIONS.

TRANSFAIR USA

Employer identification number 41-1848081

RAISE DEMAND FOR FAIR TRADE CERTIFIED PRODUCTS. BY THE END OF 2012,

FAIR TRADE USA'S SOCIAL NETWORKS HAD OVER 100,000 FANS ON FACEBOOK AND

OVER 20,000 FOLLOWERS ON TWITTER.

FINALLY, FAIR TRADE USA LAUNCHED THE FAIR TRADE TOWNS CAMPAIGN IN 2009

TO MOBILIZE CITIES AND TOWNS ACROSS THE COUNTRY TO RAISE CONSUMER

AWARENESS, INCREASE SALES OF FAIR TRADE PRODUCTS, AND PROMOTE FAIR

TRADE VIA LOCAL MEDIA. NOW CALLED FAIR TRADE CAMPAIGNS, 149 TOWNS,

COLLEGES, UNIVERSITIES, K-12 SCHOOLS, AND CIVIC / BUSINESS

ORGANIZATIONS EITHER HOLD OFFICIAL FAIR TRADE CAMPAIGN STATUS OR ARE ON

THE PATH TO THIS DESIGNATION. IN 2012, FAIR TRADE CAMPAIGNS PROPELLED

20% YEAR-TO-YEAR GROWTH IN FAIR TRADE TOWNS AND GREW FAIR TRADE

COLLEGES AND UNIVERSITIES BY 300% FROM THE PREVIOUS YEAR. THE RESULT OF

THE ORGANIZING AND ADVOCACY EFFORTS OF OUR THOUSANDS OF PARTICIPANTS IS

ULTIMATELY DELIVERING GREATER ECONOMIC, SOCIAL, AND ENVIRONMENTAL

BENEFITS TO FAIR TRADE FARMERS AND WORKERS ACROSS THE GLOBE.

FORM 990, PART III, LINE 4C, PROGRAM SERVICE ACCOMPLISHMENTS: 2012.

NOTABLY, FAIR TRADE USA CERTIFIED A RECORD 163 MILLION POUNDS OF FAIR
TRADE COFFEE, 50 PERCENT OF WHICH WAS ALSO CERTIFIED ORGANIC. IN TOTAL,

COFFEE IMPORTS WERE UP 18% VERSUS 2011. DEMAND FOR FAIR TRADE USA

CERTIFIED PRODUCE GREW SIGNIFICANTLY AS WELL WITH IMPORTS UP 58% VERSUS

2011, HITTING OVER 100 MILLION POUNDS. THE ADDITION OF NINE NEW

CERTIFIED PRODUCE ITEMS MORE THAN DOUBLED THE TYPES OF PRODUCTS

AVAILABLE AND HAS GREATLY DIVERSIFIED THE VARIETY OF PRODUCTS CONSUMERS

CAN PURCHASE IN THE PRODUCE AISLE.

FAIR TRADE HAS EXPANDED GREATLY WITH TIME, OFFERING CONSUMERS A WIDE

RANGE OF PRODUCTS AND SUSTAINABLE CHOICES ACROSS DIVERSE INDUSTRIES

FROM HOT BEVERAGES AND CONSUMER PACKAGED GOODS TO FRESH PRODUCE AND

TEXTILES. NEW OPPORTUNITIES IN GRAINS INCREASED IMPORTS BY 55 PERCENT

TO OVER 1.75 MILLION POUNDS IN 2012. IMPORTS ARE UP 20 PERCENT ACROSS

ALL PRODUCTS FROM 2011 AND HIGHLIGHT CONTINUED SUPPORT FOR THE FAIR

TRADE MODEL BY FARMERS, BUSINESSES AND CONSUMERS.

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

PRODUCER TECHNICAL ASSISTANCE AND MARKET LINKAGE:

IN 2012, FAIR TRADE USA EVOLVED ITS APPROACH TO DEVELOPMENT WITH REINVIGORATED EFFORTS ON ITS CO-OP LINK PROGRAM. CO-OP LINK RECOGNIZES THE UNIQUE ROLE FAIR TRADE USA CAN PLAY IN LINKING ORGANIZATIONS FROM ALL AREAS OF THE SUPPLY CHAIN TO MAXIMIZE IMPACT FOR PRODUCERS. THEPROGRAMS ARE DESIGNED TO SUPPORT SMALL-SCALE COOPERATIVE FARMERS BY INCREASING MARKET OPPORTUNITIES, IMPROVING ACCESS TO CAPITAL, CREATING NEW PROGRAMS FOR QUALITY AND PRODUCTIVITY IMPROVEMENTS, AND TO EXPAND THE TRAINING AVAILABLE TO COOPERATIVES. FAIR TRADE USA RAISED MORE THAN \$2 MILLION IN 2012 TO FUND MUCH NEEDED CAPACITY-BUILDING PROGRAMS IN INDONESIA, MEXICO AND UGANDA. FAIR TRADE USA, THROUGH ITS TECHNOLOGY ARM, GOOD WORLD SOLUTIONS, IS DEVELOPING AFFORDABLE AND SCALABLE TECHNOLOGY SOLUTIONS THAT CAN BE APPLIED IN COUNTRIES WHERE CONSUMER PRODUCTS ARE GROWN AND MANUFACTURED. THE TECHNOLOGY PROGRAMS ARE MAKING WORKERS THE AGENTS OF THEIR OWN EMPLOYMENT AND DEVELOPMENT, TRACKING CHANGES IN THEIR LIVELIHOODS AND WELL-BEING, AND GIVING COMPANIES AND PROGRAM MANAGERS THE REAL-TIME, STRATEGIC INFORMATION THEY NEED TO SOURCE RESPONSIBLY AND/OR ADDRESS COMMUNITY NEEDS.

ADDITIONALLY, FAIR TRADE USA STAFF AND PARTNERS ASSIST FAIR TRADE

PRODUCERS IN IMPROVING PRODUCT QUALITY, GAINING BETTER ACCESS TO

PRE-HARVEST AND LONG-TERM CREDIT, MAKING CONNECTIONS WITH U.S.

BUSINESSES, AND INSTITUTING BETTER FINANCIAL AND COOPERATIVE

SELF-MANAGEMENT PRACTICES. WE HAVE WITNESSED THE SUSTAINABLE EFFECTS OF

THIS SUPPORT IN COUNTRIES INCLUDING RWANDA AND HAITI, WHERE THERE ARE

SERIOUS ISSUES OF POVERTY, ENVIRONMENTAL DEVASTATION, AND DISTRUST

BETWEEN CITIZENS. MOST NOTABLY, FAIR TRADE USA TRAINING AND

INTERVENTION FOR INDONESIAN AND MEXICAN (CHIAPAS) FAIR TRADE COFFEE

FARMERS OVER THE LAST SEVERAL YEARS HAS PRODUCED INCREDIBLE

IMPROVEMENTS IN COFFEE QUALITY, PRODUCER INCOME, AND ENVIRONMENTAL

SUSTAINABILITY.

IN 2012, FAIR TRADE USA COORDINATED THE PARTICIPATION OF OVER 327 FAIR

TRADE PRODUCERS AT THE SPECIALTY COFFEE ASSOCIATION OF AMERICA (SCAA)

CONFERENCE AND TRADE SHOW IN PORTLAND, OR. THIS ANNUAL EVENT PROVIDES

INVALUABLE OPPORTUNITIES FOR PRODUCERS TO CONNECT WITH POTENTIAL

BUYERS, LEARN MORE ABOUT THE U.S. COFFEE INDUSTRY, AND ATTEND

EDUCATIONAL WORKSHOPS. FAIR TRADE PRODUCERS CAME FROM 22 COUNTRIES

ACROSS LATIN AMERICA, AFRICA, AND ASIA AND REPRESENTED 145 DIFFERENT

COFFEE COOPERATIVES. IN CONJUNCTION WITH SCAA, FAIR TRADE USA HOSTED

OUR HIGHLY POPULAR PRODUCER FORUM - A WHOLE DAY® WORTH OF DISCUSSIONS

ON TOPICS CRITICAL TO FAIR TRADE PRODUCERS, SUCH AS CLIMATE CHANGE AND

THE GLOBAL ECONOMIC CRISIS.

EXPENSES \$ 2,347,964. INCLUDING GRANTS OF \$ 68,454. REVENUE \$ 2,400,692

Schedule O (Form 990 or 990-EZ) (2012) Page 2 Name of the organization **Employer identification number** TRANSFAIR USA 41-1848081 TO THE FULL BOARD THEN REVIEWED AND FORMALLY APPROVED BY THE AUDIT COMMITTEE BEFORE FILING. FORM 990, PART VI, SECTION B, LINE 12C: ONCE EACH YEAR THE ORGANIZATION DISTRIBUTES A LIST OF VENDORS AND BUSINESS PARTNERS (FEE FOR SERVICE) TO THE BOARD. AFTER REVIEWING THE LIST, THE BOARD IS REQUIRED TO SIGN A CONFLICT OF INTEREST POLICY COMPLIANCE STATEMENT. FORM 990, PART VI, SECTION B, LINE 15: THE ORGANIZATION RECENTLY HIRED A THIRD PARTY COMPENSATION FIRM TO PREPARE A COMPENSATION COMPARABILITY REPORT. THE DATA IN THE REPORT HAS BEEN UPDATED BASED ON INFORMATION AVAILABLE FROM SEVERAL THIRD PARTIES. THE DATA IS USED BY THE BOARD'S COMPENSATION COMMITTEE WHICH MEETS FORMALLY TO SET COMPENSATION LEVELS FOR THE CEO, CFO AND COO. THAT DATA IS ALSO USED TO SET COMPENSATION LEVELS FOR OTHER KEY OFFICERS. FORM 990, PART VI, SECTION C, LINE 19: THE ORGANIZATION POSTS ANNUAL REPORTS, AUDITED FINANCIAL STATEMENTS WITH AUDITOR'S REPORT, AND FORM 990 ON ITS WEBSITE. THESE DOCUMENTS ARE ALSO PROVIDED UPON REQUEST. FORM 990, PART XII, LINE 2C AUDIT COMMITTEE ROLE AND PROCESS

THE ROLE AND PROCESS OF THE AUDIT COMMITTEE HAS NOT CHANGED FROM THE PRIOR YEAR.

SCHEDULE R (Form 990)

Department of the Treasury Internal Revenue Service

Related Organizations and Unrelated Partnerships

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

► Attach to Form 990.

► See separate instructions.

2012
Open to Public Inspection

Name of the organization TRANSFAIR USA

Employer identification number 41-1848081

| (a) | (b) | (c) | (d) | (e) | | | (f) | | | | |
|--|---|---|-------------------------------|--|------------|--------------------------------|---------------------|-------------------------------------|--|--|--|
| Name, address, and EIN (if applicable) of disregarded entity | Primary activity | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| Part II Identification of Related Tax-Exempt Orga | inizations (Complete if the organization | answered "Yes" to Form 990 | 0. Part IV. line 34 b | ecause it had one | or more re | elated tax-exer | mnt | | | | |
| organizations during the tax year.) | , . | , 4,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | o, . a , o | recause it riad one | or more re | ciatod tax oxol | прс | | | | |
| organizations during the tax year.) (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section | Direct | (f) t controlling entity | Section | g) 512(b)(13) rolled tity? | | | |
| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or | (d) Exempt Code | (e) Public charity | Direct | (f) t controlling | Section | rolled | | | |
| (a) Name, address, and EIN of related organization GOOD WORLD SOLUTIONS, INC 56-2435785 1500 BROADWAY, SUITE 400 | (b) | (c) Legal domicile (state or | (d) Exempt Code | (e) Public charity status (if section 501(c)(3)) | Direct | (f) t controlling entity | Section | rolled tity? | | | |
| (a) Name, address, and EIN of related organization GOOD WORLD SOLUTIONS, INC 56-2435785 | (b) Primary activity IMPROVE SOCIAL/ECONOMIC CONDITIONS OF POVERTY | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c)(3)) | Direct | (f) t controlling entity | Section control ent | rolled tity? | | | |
| (a) Name, address, and EIN of related organization GOOD WORLD SOLUTIONS, INC 56-2435785 1500 BROADWAY, SUITE 400 | (b) Primary activity IMPROVE SOCIAL/ECONOMIC CONDITIONS OF POVERTY | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c)(3)) | Direct | (f) t controlling entity | Section control ent | rolled tity? | | | |

| | Identification of Deleted Owneringtions Toyoble on a Boutenachin (Consulate if the appropriation appropriate Forms COO. Bout IV, line CA because it had an appropriate in the consulation of the consulatio |
|------------|--|
| Part III | Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related |
| I al t III | organizations treated as a partnership during the tax year.) |
| | and the state of t |

| (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) (i) | | (i) | (j) | (k) |
|--|------------------|---|---------------------------|--|-----------------------|-----------------------------------|--|----|--------------------------|---------------------------------------|-----|
| Name, address, and EIN of related organization | Primary activity | Legal domicile (state or foreign | Direct controlling entity | Predominant income (related, unrelated, excluded from tax under sections 512-514) | Share of total income | Share of end-of-year assets | Disproportion- ate allocations? Yes No Code V-UBI amount in box 20 of Schedule F-1 (Form 1065) | | Genera manag partn | Percentag ping ownership er? | |
| | | country) | | sections 512-514) | | 455515 | Yes | No | K-1 (Form 1065) | Yes | 10 |
| | | | | | | | | | | | |
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Part IV Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign | (d) Direct controlling entity | (e) Type of entity (C corp, S corp, or trust) | (f) Share of total income | (g) Share of end-of-year | (h) Percentage ownership | Sec 512(l conti ent | (i) ction (b)(13) rolled tity? |
|--|--------------------------------|--------------------------------------|-------------------------------|---|--|--------------------------------|--------------------------------|------------------------------|--|
| | | country) | | or trust) | | assets | | | No |
| | | | | | | | | | |
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Page 3

Yes No

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

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

| 1 | During the tax year, did the organization engage in any of the following transaction | s with one or more r | elated organizations listed | l in Parts II-IV? | | | |
|------------|--|----------------------|-----------------------------|---------------------------------|---------|-------|------|
| а | Receipt of (i) interest (ii) annuities (iii) royalties or (iv) rent from a controlled entity | | | | 1a | | X |
| b | Gift, grant, or capital contribution to related organization(s) | | | | 1b | | X |
| С | Gift, grant, or capital contribution from related organization(s) | | | | 1c | | X |
| | Loans or loan guarantees to or for related organization(s) | | | | 1d | | X |
| е | Loans or loan guarantees by related organization(s) | | | | 1e | | X |
| | | | | | | | |
| f | Dividends from related organization(s) | | | | 1f | | X |
| g | | | | | 1g | | X |
| h | Purchase of assets from related organization(s) | | | | 1h | | X |
| i | Exchange of assets with related organization(s) | | | | 1i | | X |
| j | Lease of facilities, equipment, or other assets to related organization(s) | | | | 1j | | X |
| | | | | | | | |
| k | Lease of facilities, equipment, or other assets from related organization(s) | | | | 1k | | Х |
| 1 | Performance of services or membership or fundraising solicitations for related orga | | | | 11 | | X |
| m | Performance of services or membership or fundraising solicitations by related orga | | | | 1m | | X |
| | Sharing of facilities, equipment, mailing lists, or other assets with related organizati | | | | 1n | | Х |
| | Sharing of paid employees with related organization(s) | | | | 10 | | X |
| | | | | | | | |
| р | Reimbursement paid to related organization(s) for expenses | | | | 1p | | Х |
| q q | Reimbursement paid by related organization(s) for expenses | | | | 1q | Х | |
| · | , | | | | | | |
| r | Other transfer of cash or property to related organization(s) | | | | 1r | | Х |
| | Other transfer of cash or property from related organization(s) | | | | 1s | | Х |
| | If the answer to any of the above is "Yes," see the instructions for information on w | | | | | • | |
| | (a) | (b) | (c) | (d) | | | |
| | Name of other organization | Transaction | Amount involved | Method of determining amount in | volved | | |
| | | type (a-s) | | | | | |
| | | | | | | | |
| (1) | GOOD WORLD SOLUTIONS, INC. | P | 93,163. | FMV | | | |
| | | | | | | | |
| (2) | | | | | | | |
| | | | | | | | |
| (3) | | | | | | | |
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| (5) | | | | | | | |
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| <u>(6)</u> | | | | | | | |
| 23216 | 3 12-10-12 | | · | Schedule | R (Forr | n 990 | 2012 |

Schedule R (Form 990) 2012 TRANSFAIR USA 41-1848081 Page 4

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

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

| (a) Name, address, and EIN of entity | (b) Primary activity | (c) | (е |) all s sec.)(3) s.? | (f) Share of total income | (g) Share of end-of-year assets | Dispr tion alloca Yes | n) ropor- nate tions? | (i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065) | Gener mana partn Yes | al or Figing her? | (k) Percentage ownership |
|--|----------------------|-----|----|-----------------------------------|------------------------------------|--|--------------------------------|--------------------------------|---|-------------------------------|-------------------|--------------------------------|
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