

Organic Consumers Association and Organic Consumers Fund

Combined Financial Report with
Supplementary Information
December 31, 2015

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RSM US LLP

Independent Auditor's Report

To the Boards of Directors
Organic Consumers Association and Organic Consumers Fund
Finland, Minnesota

Report on the Financial Statements

We have audited the accompanying combined financial statements of Organic Consumers Association and Organic Consumers Fund (the Organizations), which comprise the combined statements of financial position as of December 31, 2015 and 2014, and the related combined statements of activities and cash flows for the years then ended, and the related notes to the combined financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these combined financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of combined financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these combined financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the combined financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organizations' preparation and fair presentation of the combined financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organizations' internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the combined financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the combined financial statements referred to above present fairly, in all material respects, the financial position of Organic Consumers Association and Organic Consumers Fund as of December 31, 2015 and 2014, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

RSM US LLP

Duluth, Minnesota
October 10, 2016

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Organic Consumers Association and Organic Consumers Fund

**Combined Statements of Financial Position
December 31, 2015 and 2014**

	2015	2014
Assets		
Current assets:		
Cash	\$ 722,640	\$ 895,507
Contributions receivable:		
Phone bank, net (Note 2)	158,742	170,913
Other	391,868	103,024
Prepaid expenses	4,082	14,408
Total current assets	1,277,332	1,183,852
Property and equipment, net (Note 3)	486,721	420,061
Total assets	\$ 1,764,053	\$ 1,603,913
Liabilities and Net Assets		
Current liabilities:		
Current maturities of long-term debt (Note 4)	\$ 75,000	\$ 75,000
Accounts payable:		
Trade	64,419	16,775
Phone bank	14,505	17,960
Accrued expenses	740	39,844
Deferred revenue	50,000	17,500
Assets held for others	17,911	-
Total current liabilities	222,575	167,079
Long-term debt, less current maturities (Note 4)	75,000	150,000
Net assets:		
Organic Consumers Association:		
Temporarily restricted (Note 6)	101,457	99,979
Unrestricted	1,064,338	1,084,634
Organic Consumers Fund, unrestricted	300,683	102,221
Total net assets	1,466,478	1,286,834
Total liabilities and net assets	\$ 1,764,053	\$ 1,603,913

See notes to combined financial statements.

Organic Consumers Association and Organic Consumers Fund

**Combined Statements of Activities
Years Ended December 31, 2015 and 2014**

	2015		
	Unrestricted	Temporarily Restricted	Total
Revenues and other support:			
Contributions:			
General	\$ 1,712,422	\$ 12,267	\$ 1,724,689
Phone bank	655,004	-	655,004
Foundations and corporations	1,293,903	374,356	1,668,259
Sponsorship	-	80,000	80,000
Interest	1,259	-	1,259
Other	1,772	2,945	4,717
Net assets released from restrictions (Note 6)	468,090	(468,090)	-
Total revenues and other support	4,132,450	1,478	4,133,928
Expenses (Note 5):			
Program services (Note 7)	3,176,827	-	3,176,827
Fund raising	331,925	-	331,925
Management and general	445,532	-	445,532
Total expenses	3,954,284	-	3,954,284
Increase in net assets	178,166	1,478	179,644
Net assets:			
Beginning of year	1,186,855	99,979	1,286,834
End of year	<u>\$ 1,365,021</u>	<u>\$ 101,457</u>	<u>\$ 1,466,478</u>

See notes to combined financial statements.

2014		
Unrestricted	Temporarily Restricted	Total
\$ 1,775,578	\$ 1,123	\$ 1,776,701
558,560	-	558,560
1,596,618	444,668	2,041,286
-	80,000	80,000
617	-	617
210	-	210
487,497	(487,497)	-
<u>4,419,080</u>	<u>38,294</u>	<u>4,457,374</u>
3,628,618	-	3,628,618
418,715	-	418,715
326,556	-	326,556
<u>4,373,889</u>	<u>-</u>	<u>4,373,889</u>
45,191	38,294	83,485
1,141,664	61,685	1,203,349
<u>\$ 1,186,855</u>	<u>\$ 99,979</u>	<u>\$ 1,286,834</u>

Organic Consumers Association and Organic Consumers Fund

**Combined Statements of Cash Flows
Years Ended December 31, 2015 and 2014**

	2015	2014
Cash flows from operating activities:		
Increase in net assets	\$ 179,644	\$ 83,485
Adjustments to reconcile increase in net assets to net cash (used in) provided by operating activities:		
Depreciation	26,579	10,410
Changes in assets and liabilities:		
Contributions receivable:		
Phone bank	12,171	77,484
Other	(288,844)	76,934
Prepaid expenses	10,326	3,930
Accounts payable:		
Trade	47,644	(36,654)
Phone bank	(3,455)	(20,599)
Accrued expenses	(39,104)	39,844
Deferred revenue	32,500	(6,000)
Assets held for others	17,911	-
Net cash (used in) provided by operating activities	(4,628)	228,834
Cash flows from investing activities:		
Purchase of property and equipment	(93,239)	(113,349)
Net cash used in investing activities	(93,239)	(113,349)
Cash flows from financing activities:		
Principal payments on long-term debt	(75,000)	-
Net cash used in financing activities	(75,000)	-
Net change in cash	(172,867)	115,485
Cash:		
Beginning	895,507	780,022
Ending	\$ 722,640	\$ 895,507
Supplemental disclosures:		
Interest paid	\$ 11,414	\$ 35
Note payable incurred for purchase of conference center	\$ -	\$ 225,000

See notes to combined financial statements.

Organic Consumers Association and Organic Consumers Fund

Notes to Combined Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies

Nature of activities: Organic Consumers Association (the Association), a nonprofit corporation, focuses on representing the views and interests of organic consumers by educating consumers on food safety, industrial agriculture, genetic engineering, corporate accountability, and environmental sustainability issues. The Association uses funds raised to perpetuate consumer education in an effort to increase consumer awareness and knowledge of the agricultural production of organic foods and to protect and preserve the environment to ensure the development and expansion of the organic and sustainable agricultural model. The mission of the Association is to promote the development of a safe and sustainable system of food and agricultural production and the development and integration of societal goals and consensus building. The Association is working to create an interactive network of consumers concerned about food safety and is supportive of sustainable, organic agriculture.

Organic Consumers Fund (the Fund), a nonprofit corporation, was established to lobby for legislation, regulation, and programs to improve public health, the environment, and the economy.

The activity of the Association includes the Fair World Project, a project of the Association that promotes fair trade, insists on integrity in fair trade, and cultivates a holistic approach to global economics.

A summary of the Association's and the Fund's (collectively, the Organizations) significant accounting policies follows:

Accounting estimates: The preparation of financial statements requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Principles of combination: The combined financial statements include the accounts of the Association and the Fund. All material intercompany balances and transactions have been eliminated in combination.

Net assets: Unrestricted net assets are those funds presently available for use by or on behalf of the Organizations, including the amounts available for general and administrative expenses. Temporarily restricted net assets are contributions that have donor-imposed stipulations that can be fulfilled by certain actions of the Organizations.

Advertising costs: The Organizations expense advertising costs as incurred.

Support and expenses: Contributions received and unconditional promises to give are measured at their fair values and are reported as an increase in net assets. The Organizations report gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets, or if they are designated as support for future periods. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activity as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same reporting period are reported as unrestricted support. All contributions receivable at December 31, 2015, are due within one year.

The Organizations report gifts of goods and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organizations report expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Organic Consumers Association and Organic Consumers Fund

Notes to Combined Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Expenses are recorded when incurred in accordance with the accrual basis of accounting. The Organizations charge bad debts to expense in the year they are deemed uncollectible.

Cash: The Organizations maintain their cash in bank accounts which, at times, may exceed federally insured limits. The Organizations have not experienced any losses in such accounts.

Other contributions receivable: Other contributions receivable includes e-commerce transactions that are in the process of settlement.

Property and equipment: Property and equipment are stated at cost at date of acquisition or fair value at date of donation in the case of gifts. Depreciation is calculated using the straight-line method over the following estimated useful lives:

	<u>Years</u>
Building	20-40
Furniture, fixtures, and equipment	3-7
Vehicle	5

Income taxes: The Association is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code (IRC) and similar laws of the State of Minnesota. The Fund is exempt from income tax under Section 501(c)(4) of the IRC and similar laws of the State of Minnesota.

Under guidance on accounting for uncertainty in income taxes, the Organizations may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. Management evaluates the Organizations' tax positions and has concluded that the Organizations have taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance.

Recent accounting pronouncements: In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers*. ASU 2014-09 supersedes the revenue recognition requirements in *Revenue Recognition (Topic 605)*, and requires entities to recognize revenue in a way that depicts the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled to in exchange for those goods or services. ASU 2014-09 will be effective for annual reporting periods beginning after December 15, 2017, and interim periods within annual reporting periods beginning after December 15, 2019. Early adoption is not permitted. Management is currently evaluating the impact of the pending adoption of ASU 2014-09 on the financial statements and does not, at this time, anticipate a material impact to the financial statements once implemented.

In May 2016, the FASB issued ASU 2016-12, *Revenue from Contracts with Customers (Topic 606): Narrow-Scope Improvements and Practical Expedients*. The amendments in this ASU affect the guidance in ASU 2014-09. ASU 2016-12 will be effective for annual reporting periods beginning after December 15, 2017, and interim periods within annual reporting periods beginning after December 15, 2019. Early adoption is not permitted. Management is currently evaluating the impact of the pending adoption of ASU 2016-12 on the financial statements and does not, at this time, anticipate a material impact to the financial statements once implemented.

Organic Consumers Association and Organic Consumers Fund

Notes to Combined Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. This ASU improves the current net asset classification requirements and the information presented in the financial statements and notes about a not-for-profit entity's liquidity, financial performance, and cash flows. This ASU will be effective for the Association for fiscal years beginning after December 15, 2017, with early adoption permitted. Management is currently evaluating the impact of the pending adoption of ASU 2016-14 on the financial statements.

In August 2016, the FASB issued ASU 2016-15, *Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments*. This ASU provides guidance on specific cash flow issues. This ASU will be effective for the Association for fiscal years beginning after December 15, 2018, with early adoption permitted. Management is currently evaluating the impact of the pending adoption of ASU 2016-15 on the financial statements.

Subsequent events: Management has evaluated subsequent events through October 10, 2016, the date on which the financial statements were available to be issued.

Note 2. Contributions Receivable, Phone Bank

The Association and the Fund have each entered into an agreement with a third-party provider of phone bank services for fund raising and network development purposes. Under terms of the agreements, the Organizations pay the company a fee for expenditures incurred on the Organizations' behalf, limited to a set percentage of net collections. The phone bank collects the pledges on behalf of the Organizations. The agreements expire in December 2016. These receivables are recorded net of allowance. The allowance is derived from historical collection rates that have typically been near 50 percent. Pledges obtained from individual donors by the phone bank that have not been collected, net of allowance, amounted to \$158,742 and \$170,913 at December 31, 2015 and 2014, respectively.

Note 3. Property and Equipment

Property and equipment as of December 31, 2015 and 2014, consist of the following:

	2015	2014
Land and building	\$ 433,064	\$ 342,986
Furniture, fixtures, and equipment	181,242	178,081
Vehicle	17,002	17,002
	<u>631,308</u>	<u>538,069</u>
Less accumulated depreciation	144,587	118,008
	<u>\$ 486,721</u>	<u>\$ 420,061</u>

During 2014, the Association purchased a ranch and convention center in Mexico for \$300,000. The facility is used by Via Organica (see Note 7). In conjunction with the purchase, the Association issued promissory notes, totaling \$225,000 (see Note 4).

Organic Consumers Association and Organic Consumers Fund

Notes to Combined Financial Statements

Note 4. Long-Term Debt

	2015	2014
Promissory notes payable, individual, due in annual installments of \$75,000 plus interest at 5% through November 2017, secured by real estate (see Note 3).	\$ 150,000	\$ 225,000
Less current maturities	75,000	75,000
	<u>\$ (75,000)</u>	<u>\$ (150,000)</u>

Scheduled maturities of long-term debt are as follows:

Year ending December 31:	
2016	\$ 75,000
2017	75,000
	<u>\$ 150,000</u>

Note 5. Functional Expenses

	2015			
	Program Services	Fund Raising	Management and General	Total
Advertising	\$ -	\$ 16,123	\$ -	\$ 16,123
Automobile	6,604	367	367	7,338
Bank charges	-	41,592	41,594	83,186
Computer	18,985	2,532	3,797	25,314
Contributions	280,148	-	-	280,148
Depreciation	19,934	2,658	3,987	26,579
Dues and subscriptions	17,475	8,738	8,738	34,951
Education/mobilization - phone bank	293,729	161,550	34,268	489,547
Insurance	3,712	495	743	4,950
Interest	8,283	1,104	1,657	11,044
Membership benefits	3,182	168	-	3,350
Miscellaneous	-	-	10,849	10,849
Occupancy	32,272	4,303	6,454	43,029
Office supplies	40,564	5,408	8,113	54,085
Payroll costs and contract labor	981,925	61,370	184,110	1,227,405
Postage and delivery	18,356	966	-	19,322
Printing and reproduction	132,116	6,954	-	139,070
Professional fees	198,406	-	134,035	332,441
Projects and conferences	839,092	-	-	839,092
Telephone	34,099	4,547	6,820	45,466
Travel	247,945	13,050	-	260,995
	<u>\$ 3,176,827</u>	<u>\$ 331,925</u>	<u>\$ 445,532</u>	<u>\$ 3,954,284</u>

Organic Consumers Association and Organic Consumers Fund

Notes to Combined Financial Statements

Note 5. Functional Expenses (Continued)

	2014			
	Program Services	Fund Raising	Management and General	Total
Advertising	\$ -	\$ 15,987	\$ -	\$ 15,987
Automobile	18,365	967	-	19,332
Bank charges	-	37,730	37,732	75,462
Computer	40,137	5,352	8,027	53,516
Contributions	1,362,425	-	-	1,362,425
Depreciation	7,808	1,041	1,561	10,410
Dues and subscriptions	12,799	6,400	6,400	25,599
Education/mobilization - phone bank	154,840	265,440	22,120	442,400
Insurance	3,375	450	675	4,500
Interest	858	115	172	1,145
Membership benefits	5,767	304	-	6,071
Miscellaneous	-	-	1,319	1,319
Occupancy	8,975	1,197	1,795	11,967
Office supplies	37,637	5,018	7,528	50,183
Payroll costs and contract labor	923,991	57,749	173,248	1,154,988
Postage and delivery	17,099	900	-	17,999
Printing and reproduction	175,716	9,249	-	184,965
Professional fees	80,852	-	62,220	143,072
Projects and conferences	601,284	-	-	601,284
Telephone	18,790	2,506	3,759	25,055
Travel	157,900	8,310	-	166,210
	<u>\$ 3,628,618</u>	<u>\$ 418,715</u>	<u>\$ 326,556</u>	<u>\$ 4,373,889</u>

Organic Consumers Association and Organic Consumers Fund

Notes to Combined Financial Statements

Note 6. Temporarily Restricted Net Assets

Temporarily restricted net assets as of December 31, 2015 and 2014, are available for the following purposes:

	2015	2014
Organic Consumers Association:		
Fair World Project:		
University Students for Fair Trade	\$ 3,782	\$ 3,881
World Fair Trade Day sponsorship	27,497	9,366
General	70,178	86,732
	<u>\$ 101,457</u>	<u>\$ 99,979</u>

Temporarily restricted net assets were released from donor restriction as follows:

	2015	2014
Fair World Project:		
University Students for Fair Trade	\$ 99	\$ 25,797
World Fair Trade Day sponsorship	61,868	96,228
General	406,123	365,472
	<u>\$ 468,090</u>	<u>\$ 487,497</u>

Note 7. Related Party Transactions

Via Organica (Organica) was established during 2009 to promote the development of ecological systems and sustainable agriculture, as well as to educate the Mexican public how to support such systems to maintain the health of individuals and of the environment. The CEO and Treasurer of the Board of Directors of Organica is the CEO of the Association. All other officers and board members of Organica are neither officers nor board members of the Association or the Fund. The Organizations contributed \$675,243 and \$501,256 to Organica during 2015 and 2014, respectively, for the funding of Organica programs. The amount is included as "projects and conferences" program services expenses as presented in Note 5.



RSM US LLP

Independent Auditor's Report on the Supplementary Information

To the Boards of Directors
Organic Consumers Association and Organic Consumers Fund
Finland, Minnesota

We have audited the combined financial statements of Organic Consumers Association and Organic Consumers Fund as of and for the years ended December 31, 2015 and 2014, and have issued our report thereon, which contained an unmodified opinion on those combined financial statements. See page 1. Our audits were performed for the purpose of forming an opinion on the combined financial statements as a whole. The supplementary information is presented for purposes of additional analysis and is not a required part of the combined financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the combined financial statements. The information has been subjected to the auditing procedures applied in the audits of the combined financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the combined financial statements or to the combined financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the combined financial statements as a whole.

RSM US LLP

Duluth, Minnesota
October 10, 2016

Organic Consumers Association and Organic Consumers Fund

**Combining Statement of Financial Position
December 31, 2015**

	Organic Consumers Association	Fair World Project	Organic Consumers Fund	Eliminations	Combined
Assets					
Current assets:					
Cash	\$ 324,391	\$ 154,102	\$ 244,147	\$ -	\$ 722,640
Receivables:					
Contributions, phone bank	124,146	-	34,596	-	158,742
Other contributions	361,642	324	29,902	-	391,868
Prepaid expenses	2,402	1,680	-	-	4,082
Total current assets	812,581	156,106	308,645	-	1,277,332
Property and equipment, net	486,246	475	-	-	486,721
Total assets	\$ 1,298,827	\$ 156,581	\$ 308,645	\$ -	\$ 1,764,053
Liabilities and Net Assets					
Current liabilities:					
Current maturities of long-term debt	\$ 75,000	\$ -	\$ -	\$ -	\$ 75,000
Accounts payable:					
Trade	56,295	5,124	3,000	-	64,419
Phone bank	9,543	-	4,962	-	14,505
Accrued expenses	740	-	-	-	740
Deferred revenue	-	50,000	-	-	50,000
Assets held for others	17,911	-	-	-	17,911
Total current liabilities	159,489	55,124	7,962	-	222,575
Long-term debt, less current maturities	75,000	-	-	-	75,000
Net assets	1,064,338	101,457	300,683	-	1,466,478
Total liabilities and net assets	\$ 1,298,827	\$ 156,581	\$ 308,645	\$ -	\$ 1,764,053

Organic Consumers Association and Organic Consumers Fund

**Combining Statement of Financial Position
December 31, 2014**

	Organic Consumers Association	Fair World Project	Organic Consumers Fund	Eliminations	Combined
Assets					
Current assets:					
Cash	\$ 699,242	\$ 106,003	\$ 90,262	\$ -	\$ 895,507
Receivables:					
Contributions, phone bank	130,432	-	40,481	-	170,913
Other contributions	97,969	-	5,055	-	103,024
Affiliate	26,165	-	-	(26,165)	-
Prepaid expenses	4,202	10,206	-	-	14,408
Total current assets	958,010	116,209	135,798	(26,165)	1,183,852
Property and equipment, net	418,791	1,270	-	-	420,061
Total assets	\$ 1,376,801	\$ 117,479	\$ 135,798	\$ (26,165)	\$ 1,603,913
Liabilities and Net Assets					
Current liabilities:					
Current maturities of long-term debt	\$ 75,000	\$ -	\$ -	\$ -	\$ 75,000
Accounts payable:					
Trade	16,775	-	-	-	16,775
Phone bank	10,548	-	7,412	-	17,960
Affiliate	-	-	26,165	(26,165)	-
Accrued expenses	39,844	-	-	-	39,844
Deferred revenue	-	17,500	-	-	17,500
Total current liabilities	142,167	17,500	33,577	(26,165)	167,079
Long-term debt, less current maturities	150,000	-	-	-	150,000
Net assets	1,084,634	99,979	102,221	-	1,286,834
Total liabilities and net assets	\$ 1,376,801	\$ 117,479	\$ 135,798	\$ (26,165)	\$ 1,603,913

Organic Consumers Association and Organic Consumers Fund

**Combining Statement of Activities
Year Ended December 31, 2015**

	Organic Consumers Association	Fair World Project	Organic Consumers Fund	Eliminations	Combined
Revenues and other support:					
Contributions:					
General	\$ 1,305,495	\$ 12,267	\$ 555,764	\$ (148,837)	\$ 1,724,689
Phone bank	543,666	-	111,338	-	655,004
Foundations and corporations	1,476,505	374,356	40,000	(222,602)	1,668,259
Sponsorship	-	80,000	-	-	80,000
Interest	764	-	495	-	1,259
Other	1,772	2,945	-	-	4,717
Total revenues and other support	3,328,202	469,568	707,597	(371,439)	4,133,928
Expenses:					
Program services	2,685,111	394,987	438,400	(341,671)	3,176,827
Fund raising	261,670	36,302	41,395	(7,442)	331,925
Management and general	401,717	36,801	29,340	(22,326)	445,532
Total expenses	3,348,498	468,090	509,135	(371,439)	3,954,284
(Decrease) increase in net assets	(20,296)	1,478	198,462	-	179,644
Net assets:					
Beginning of year	1,084,634	99,979	102,221	-	1,286,834
End of year	\$ 1,064,338	\$ 101,457	\$ 300,683	\$ -	\$ 1,466,478

Organic Consumers Association and Organic Consumers Fund

**Combining Statement of Activities
Year Ended December 31, 2014**

	Organic Consumers Association	Fair World Project	Organic Consumers Fund	Eliminations	Combined
Revenues and other support:					
Contributions:					
General	\$ 1,110,355	\$ 1,123	\$ 788,709	\$ (123,486)	\$ 1,776,701
Phone bank	448,552	-	110,008	-	558,560
Foundations and corporations	1,256,618	444,668	340,000	-	2,041,286
Sponsorship	-	80,000	-	-	80,000
Interest	319	-	298	-	617
Other	210	-	-	-	210
Total revenues and other support	2,816,054	525,791	1,239,015	(123,486)	4,457,374
Expenses:					
Program services	2,040,938	422,198	1,264,271	(98,789)	3,628,618
Fund raising	328,679	28,978	67,232	(6,174)	418,715
Management and general	269,229	36,321	39,529	(18,523)	326,556
Total expenses	2,638,846	487,497	1,371,032	(123,486)	4,373,889
Increase (decrease) in net assets	177,208	38,294	(132,017)	-	83,485
Net assets:					
Beginning of year	907,426	61,685	234,238	-	1,203,349
End of year	\$ 1,084,634	\$ 99,979	\$ 102,221	\$ -	\$ 1,286,834

Organic Consumers Association and Organic Consumers Fund

**Schedules of Expenses
Year Ended December 31, 2015**

	Organic Consumers Association			
	Program Services	Fund Raising	Management and General	Total
Advertising	\$ -	\$ 2,349	\$ -	\$ 2,349
Automobile	6,604	367	367	7,338
Bank charges	-	27,564	27,564	55,128
Computer	17,472	2,330	3,494	23,296
Contributions	234,110	-	-	234,110
Depreciation	19,338	2,578	3,868	25,784
Dues and subscriptions	12,422	6,212	6,212	24,846
Education/mobilization - phone bank	250,799	137,939	29,260	417,998
Insurance	3,712	495	743	4,950
Interest	8,246	1,099	1,649	10,994
Membership benefits	3,182	168	-	3,350
Miscellaneous	-	-	10,824	10,824
Occupancy	21,607	2,881	4,321	28,809
Office supplies	14,724	1,963	2,945	19,632
Payroll costs and contract labor	926,017	57,876	173,628	1,157,521
Postage and delivery	7,276	383	-	7,659
Printing and reproduction	67,707	3,564	-	71,271
Professional fees	43,593	-	130,781	174,374
Projects and conferences	830,647	-	-	830,647
Telephone	30,306	4,041	6,061	40,408
Travel	187,349	9,861	-	197,210
	<u>\$ 2,685,111</u>	<u>\$ 261,670</u>	<u>\$ 401,717</u>	<u>\$ 3,348,498</u>

	Fair World Project			
	Program Services	Fund Raising	Management and General	Total
Advertising	\$ -	\$ 13,774	\$ -	\$ 13,774
Bank charges	-	265	266	531
Computer	1,513	202	303	2,018
Contributions	15,222	-	-	15,222
Depreciation	596	80	119	795
Dues and subscriptions	550	275	275	1,100
Occupancy	10,665	1,422	2,133	14,220
Office supplies	25,439	3,392	5,088	33,919
Payroll costs and contract labor	148,577	9,286	27,858	185,721
Postage and delivery	11,080	583	-	11,663
Printing and reproduction	64,409	3,390	-	67,799
Professional fees	45,287	-	-	45,287
Projects and conferences	8,445	-	-	8,445
Telephone	3,793	506	759	5,058
Travel	59,411	3,127	-	62,538
	<u>\$ 394,987</u>	<u>\$ 36,302</u>	<u>\$ 36,801</u>	<u>\$ 468,090</u>

(Continued)

Organic Consumers Association and Organic Consumers Fund

**Schedules of Expenses (Continued)
Year Ended December 31, 2015**

	Organic Consumers Fund			
	Program Services	Fund Raising	Management and General	Total
Bank charges	\$ -	\$ 13,763	\$ 13,764	\$ 27,527
Contributions	253,418	-	-	253,418
Dues and subscriptions	4,503	2,251	2,251	9,005
Education/mobilization - phone bank	42,930	23,611	5,008	71,549
Interest	37	5	8	50
Miscellaneous	-	-	25	25
Office supplies	401	53	80	534
Payroll costs and contract labor	26,400	1,650	4,950	33,000
Professional fees	109,526	-	3,254	112,780
Travel	1,185	62	-	1,247
	<u>\$ 438,400</u>	<u>\$ 41,395</u>	<u>\$ 29,340</u>	<u>\$ 509,135</u>

Organic Consumers Association and Organic Consumers Fund

Schedules of Expenses

Year Ended December 31, 2014

	Organic Consumers Association			
	Program Services	Fund Raising	Management and General	Total
Advertising	\$ -	\$ 7,669	\$ -	\$ 7,669
Automobile	18,365	967	-	19,332
Bank charges	-	21,138	21,138	42,276
Computer	38,126	5,084	7,625	50,835
Contributions	123,973	-	-	123,973
Depreciation	7,212	962	1,442	9,616
Dues and subscriptions	8,902	4,452	4,452	17,806
Education/mobilization - phone bank	127,291	218,213	18,184	363,688
Insurance	3,375	450	675	4,500
Interest	858	115	172	1,145
Membership benefits	5,767	304	-	6,071
Miscellaneous	-	-	1,310	1,310
Occupancy	8,975	1,197	1,795	11,967
Office supplies	20,729	2,764	4,146	27,639
Payroll costs and contract labor	827,316	51,707	155,122	1,034,145
Postage and delivery	16,295	858	-	17,153
Printing and reproduction	93,339	4,913	-	98,252
Professional fees	16,721	-	50,165	66,886
Projects and conferences	596,878	-	-	596,878
Telephone	15,012	2,002	3,003	20,017
Travel	111,804	5,884	-	117,688
	<u>\$ 2,040,938</u>	<u>\$ 328,679</u>	<u>\$ 269,229</u>	<u>\$ 2,638,846</u>

	Fair World Project			
	Program Services	Fund Raising	Management and General	Total
Advertising	\$ -	\$ 8,318	\$ -	\$ 8,318
Bank charges	-	190	191	381
Computer	2,011	268	402	2,681
Contributions	39,682	-	-	39,682
Depreciation	596	79	119	794
Dues and subscriptions	484	242	242	968
Miscellaneous	-	-	9	9
Office supplies	16,841	2,245	3,368	22,454
Payroll costs and contract labor	166,584	10,411	31,234	208,229
Postage and delivery	804	42	-	846
Printing and reproduction	82,377	4,336	-	86,713
Professional fees	60,113	-	-	60,113
Projects and conferences	4,406	-	-	4,406
Telephone	3,778	504	756	5,038
Travel	44,522	2,343	-	46,865
	<u>\$ 422,198</u>	<u>\$ 28,978</u>	<u>\$ 36,321</u>	<u>\$ 487,497</u>

(Continued)

Organic Consumers Association and Organic Consumers Fund

**Schedules of Expenses (Continued)
Year Ended December 31, 2014**

	Organic Consumers Fund			
	Program Services	Fund Raising	Management and General	Total
Bank charges	\$ -	\$ 16,402	\$ 16,403	\$ 32,805
Contributions	1,198,770	-	-	1,198,770
Dues and subscriptions	3,413	1,706	1,706	6,825
Education/mobilization - phone bank	27,549	47,227	3,936	78,712
Office supplies	67	9	14	90
Payroll costs and contract labor	28,880	1,805	5,415	36,100
Professional fees	4,018	-	12,055	16,073
Travel	1,574	83	-	1,657
	<u>\$ 1,264,271</u>	<u>\$ 67,232</u>	<u>\$ 39,529</u>	<u>\$ 1,371,032</u>