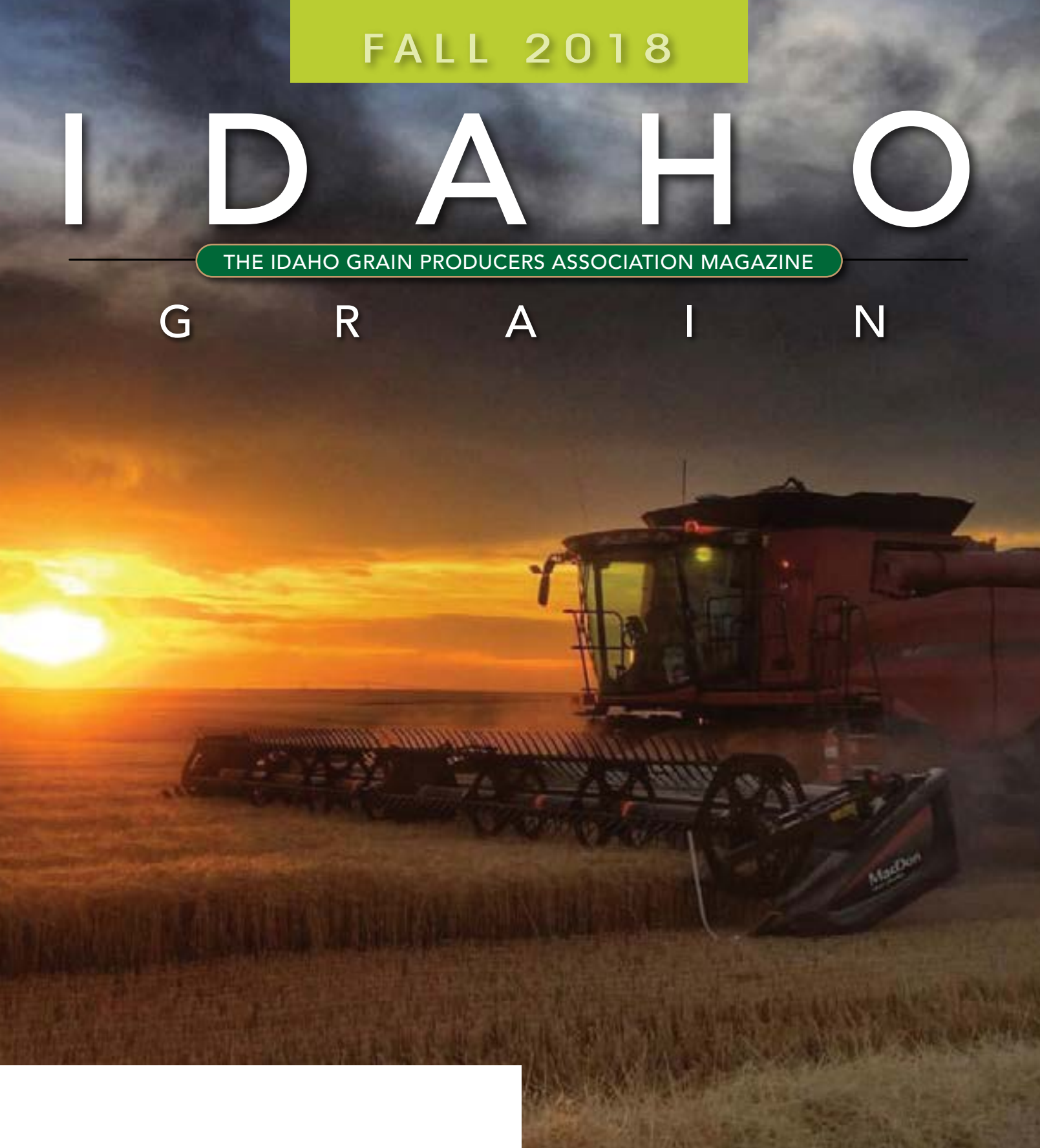


FALL 2018

IDAHO

THE IDAHO GRAIN PRODUCERS ASSOCIATION MAGAZINE

G R A I N



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821 West State Street, Boise, Idaho 83702-5832



**BY DWIGHT LITTLE
PRESIDENT**

Wow, time seems to fly faster and faster these days. Where did the summer go? It appeared to be a season of challenges for many of us.

The spring was wet and cold then the blessing of rain turned into the curse of fire. Many farmers and ranchers witnessed a natural disaster of unbelievable magnitude. The Grassy Ridge Fire came within feet of my home, turning 200 square miles of lush, green grass into barren wasteland.

Thankfully, we survived Mother Nature's wrath. Most of the cattle escaped and have been relocated to other pastures, very little grain was lost, and the grass will re-grow. Quick action and commitment from our first responders and neighbors lessened the fire's damage. In two years, the land will take back her rights and beautiful grazing land will reappear.

This experience makes me grateful to be a part of the Agriculture community where we are all concerned for each other and work together for everyone's benefit. The long hours that are freely given to ensure the well-being and safety of other can never be repaid. Hopefully, as we approach and proceed through harvest it will be bountiful and good to each of you.

Good luck and higher prices. ■



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EDITOR'S NOTE



BY STACEY KATSEANES SATTERLEE
EXECUTIVE DIRECTOR

You are part of something big in this state: wheat and barley are a big deal in Idaho.

Idaho is the number one barley producing state in the nation. Over 510,000 acres of barley were harvested in 2017, resulting in 48.5 million bushels valued at over \$230 million. Idaho barley is malted and used in beer and other household products that go all over the world. I was fortunate to attend Anheuser Busch's Grower Days celebration this summer (read more about it on page 28) and was impressed to learn that three cans of every six pack of Budweiser contain Idaho barley. Idaho barley is a big deal.

In 2017, 1.1 million acres of wheat were harvested in Idaho, for an annual production of almost 91 million bushels, valued at over \$415 million. About half of Idaho's wheat is exported and goes all over the world. The other half is used domestically in brands you likely know and love, from Pepperidge Farms Goldfish to Wheat Chex cereal to pasta, tortillas, and cookies. (If you'd like to know more about where your wheat goes when it leaves the farm, the Idaho Wheat Commission hosts fantastic tours every year – one to the Port of Portland that focuses on wheat exports, the other is a Domestic Marketing Tour that highlights where wheat is used in the U.S. If you're interested in participating in either of these tours, let IGPA or the IWC know!)

On the national front, Idaho has a seat at many tables. Dwight Little serves as National Barley Growers Association (NBGA) President, the current leader in a long line of leaders from Idaho. We also have a board seat at NBGA, filled by Scott Brown, Idaho Barley Commissioner. We have two Idaho wheat growers, Jamie Kress and Matt Mosman, who hold seats on the National Association of Wheat Growers board. Additionally, we have barley commissioners who serve on the U.S. Grains Council and wheat commissioners who are active with U.S. Wheat Associates.

This past summer has demonstrated again how visible the Idaho wheat and barley industries are as we hosted NBGA's summer board meeting in Idaho Falls in June. Because the meeting was in Idaho, IGPA and the Idaho Barley Commission were able to sponsor local growers so that they could attend – it was great to have so much local participation. Adam Young, a grower from the Blackfoot area, was able to attend and had this to say about NBGA's meeting:

Continued on next page



EDITOR'S NOTE

I appreciated being part of NBGA's summer meeting in Idaho Falls. Among other things, Dale (Thorenson) and Tom (Hance) from Gordley Associates provided interesting insights and perspectives from Washington D.C. More than anything, I was glad to talk with Kelly and hear her barley outlook presentation before she retires this summer and for the opportunity to meet her replacement, Laura Wilder. My wife and I enjoyed the dinner and entertainment at Mountain River Ranch and the chance to chat with growers from around the state and other parts of the country.

IGPA and the IBC also had the opportunity to host a group of cotton farmers from the southern U.S. this summer (read all about it on page 9). It was an honor to be selected again to host the Multi-Commodity Education Program and to be able to showcase Idaho agriculture, highlighting local wheat and barley production.

I'm telling you - you should take pride in being a part of something so big that means so much to our state and to our nation. IGPA is proud to be the voice of Idaho's wheat and barley farmers and advocate for you on issues that impact your farm (some of which you can read about in our election and legislative update on page 6).

If you're not already a member, I hope you'll join us today. ■



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F e a t u r e d S p e a k e r s :

Ambassador Gregg Doud, Undersecretary Ted McKinney (invited)

Gregg Doud serves as the Chief Agricultural Negotiator in the office of the U.S. Trade Representative. Ted McKinney oversees trade and foreign ag issues at the USDA.

Keni Thomas, keynote

As a member of Bravo Company of the 3rd Ranger Battalion, Keni was deployed to Mogadishu, Somalia.

Dr. Randy Fortenbery, keynote

Dr. Randy Fortenbery's research program focuses on agricultural price performance in local and national markets and the impact of futures price action on the stability of cash prices.

Breakout session topics:

- Climate forecast
- 2018 Farm Bill
- Crop Insurance
- Navigation, transportation
- Wheat Marketing Center and export tours
- QuickBooks
- Baking Demonstration

And many more...

- Idaho Resolution and Annual Membership Meeting
- Idaho Reception and Banquet
- Tri-State Dinner and PAC Auction
- Hospitality Suite



BY RICH GARBER

**DIRECTOR OF GOVERNMENT AFFAIRS,
IDAHO GRAIN PRODUCERS ASSOCIATION**

While some call these hot summer days the dog days of summer, others of us might describe them as the interim days of summer. This interim, the time between sessions, the time between elections, the time between 2018 laws going into effect and the crafting of new laws to be considered in 2019 may, on the surface, appear to be a slow time but it's anything but slow. While legislators are working out of their homes and businesses, rather than the capitol building, they are busy meeting with constituents and participating in interim committees and task forces (there are 12 interim and special committees active this summer) in preparation for the 2019 session which will convene January 7. Interim committees include the Campaign Finance Reform Committee, Capitol Services Committee, Commercial and Farm Vehicles Registration and Operation Fees Committee, Criminal Justice Reinvestment Oversight Committee, Idaho Council on Indian Affairs, Natural Resources Interim Committee, Occupational Licensing and Certification Laws Committee, Public School Funding Formula Committee, and the State Employee Group Insurance and Benefits Committee. Three additional "special committees" have also been meeting.

While road and yard signs and political adds have temporarily disappeared following the May primary, there is a tremendous amount of behind-the-scenes activity going on in preparation for the November General Election. Fund raisers, party conventions, and strategy sessions are all part of a bubbling energy that will surface as November approaches. While many races were determined in the primary there will be plenty of contested races to make the election season interesting and engaging.

The November election will make history for Idaho in that women won both parties' primaries for lieutenant governor, and with no other candidates running, Idaho is now guaranteed to elect its first-ever female lieutenant governor. Janice McGeachin, a former five-term state representative from Idaho Falls will be up against Kristin Collum, a progressive Democrat, an army veteran and

high-tech worker from Boise. Both candidates have expressed their excitement about being a part of that history for our state.

The race for State Treasurer also guarantees that a woman will fill that state office after Republicans chose former state Rep. Julie Ellsworth as their nominee. There were no Democratic candidates for Treasurer.

In the Governors race former State Senator and Lieutenant Governor Brad Little won by doing well virtually everywhere across the state. Little was the only candidate who demonstrated statewide appeal as opposed to the more regional appeal of the other six Republican candidates. Little won 29 of Idaho's counties outright and was second in another 12. IGPA was one of the first associations to endorse the Little campaign.

On the Democratic side former State Representative Paulette Jordan engineered a surprising upset victory over Boise businessman and 2014 Governor candidate A. J. Balukoff. Paulette is a young Native American progressive with a national following who ran a fairly dysfunctional campaign and yet won handily over the well-funded Balukoff. Paulette is sure to attract lots of national attention and outside resources in her race against Little.

Voters will also be able to weigh in on two statewide ballot measures this fall. An initiative that would legalize historical horse racing and an initiative that will let Idaho voters decide whether to expand Medicaid both generated the more than the 56,000 signatures necessary to get them on the ballot.

Historical horse racing gambling machines were legalized in 2013 by the Idaho Legislature, but later repealed in 2015. Governor Otter tried but failed to veto the 2015 repeal. Supporters of the initiative say that the income from the machines is necessary for live horse racing to exist in Idaho. Critics found them similar to slot machines, which are banned in the state.

Continued on next page



LEGISLATIVE UPDATE

Voters will also decide in November whether the state will expand Medicaid. Supporters of the measure say it would provide coverage for up to 62,000 Idahoans who now fall into a coverage gap, making too much to qualify for Medicaid but not enough to qualify for subsidized health insurance through the state insurance exchange. Even if Idaho voters approve the ballot measure in November, state lawmakers and the governor will have to implement expansion. Most Idaho politicians have opposed expansion.

On the financial front the state has closed out the 2018 fiscal year \$100.7 million ahead of expectations. June collections were 5.3 percent below forecast and 4 percent below the mark set the previous June. But for the entire fiscal year, which ended June 30, the state's general fund tax revenue beat forecasts by 2.8 percent and came in 8.2 percent higher than the previous year. Under a surplus

eliminator law passed by state lawmakers, \$60.3 million of the year-end surplus will be split 50-50 between the Budget Stabilization Fund, the state's main rainy-day savings account, and a fund for local and state road and bridge projects. The rainy-day fund now has a balance of more than \$413.5 million.

And finally, in the interim, the Idaho private property rights legislation, H658, that was passed last year continues to get pushback from a variety of groups concerned about unintended consequences and enforcement. It would not be surprising if we would see legislation next session to try to address some of these concerns. IGPA continues to feel that H658 was a much-needed update to Idaho's weak and seldom enforced trespass laws. The following is an ad that the Idaho Private Property Rights Coalition (which IGPA is a member of) put together to clarify some of the misinformation surrounding the legislation. ■

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Facts About Idaho Trespass Law

BY THE IDAHO PROPERTY RIGHTS COALITION

Nobody wants an intruder walking through their backyard. That is the basic premise of the updated trespass laws which went into effect on July 1. Previously, Idaho's trespass laws were weak and difficult to enforce. Now, both urban and rural residents are better protected against unwanted intruders wandering through their property. Unfortunately, there have been a number of myths and misconceptions perpetuated in the media by those who are either uninformed or who are intentionally misleading the public. Here are the facts you need to know about our recently updated law.

Does the updated law cause more land to be off limits for recreation?

No. Idaho trespass law has always required permission to be on another person's private property. This has existed for generations. Generally, most sportsmen who ask are willingly given permission to hunt, fish or recreate on private land. Many landowners are sportsmen themselves and are happy to allow others to enjoy their property responsibly. Keep in mind, 70% of Idaho is publicly owned. None of that has changed.

Were changes to the law rushed through?

No. The revised trespass law was first introduced on Feb 9 as House bill 539. Three weeks later, after receiving substantial input from various stakeholders, some revisions were made and a new bill, House bill 658, was introduced on March 1. Two weeks later, after receiving additional input from stakeholders, HB 658 was amended to address further stakeholder input. During this process three public hearings were held and testimony was received from landowners, sportsmen, and other interested parties. The trespass laws had been discussed thoroughly over a six-week period and through more than 10 hours of public deliberations during multiple hearings. Once the final amendments were adopted it passed both houses by a combined vote of 80-24. This bill probably received more input and consideration than any other bill during the legislative session.

What wording in the revised law allows law enforcement to separate accidental entrance on private property from unlawful trespass?

The updated law states that criminal trespass occurs when any person enters the real property of another without permission "knowing or with reason to know that his presence is not permitted." A person knows or has reason to know the property is privately owned when the private landowner carefully follows posting requirements and has marked his property when required by law so that "a reasonable person would be put on notice that it is private land." If this standard is not met, there can be no criminal trespass violation.

Did the new law remove all posting requirements?

No. It requires conspicuous posting of unfenced, uncultivated land and land that is fenced and adjacent to public land. When required, the property must be posted in a manner that a reasonable person would know they are entering private land. At a minimum this includes where the property line intersects navigable streams, roads, gates, and other rights-of-way and at property corners. Other types of property are clearly privately owned and do not require any posting under the law. These include cultivated land, land that is fenced and not adjacent to public land, and land reasonably associated with a residence or a place of business.

Will my child now be charged as a criminal for retrieving his Frisbee from the neighbor's yard?

No. Nothing has changed under the updated law. As before, common law provides a privilege for a person to retrieve personal property from the real property of another. This is stated in the new law in Idaho Code 18-7008 (7) as an exception to trespass. To exercise this privilege, you must contact the owner and ask him to deliver your property to the edge of his real property boundary or allow you to retrieve your property "at a reasonable time and in a reasonable manner." As before, you are still liable for any damage you may cause in the course of retrieving your property.

Were sportsmen and law enforcement excluded from the process?

No. The Idaho Prosecuting Attorney's Association, the Idaho Sheriff's Association and numerous sportsmen's groups were heavily involved throughout the process. Language provided by prosecuting attorneys was included at their suggestion. Many county sheriffs fully supported the legislation. Multiple changes to the legislation were made to address concerns raised by sportsmen's groups. There was a long and arduous process of seeking input, making changes and finding common ground. In the end, nearly four dozen organizations fully supported the legislation. Very few bills of this magnitude are passed with complete unanimity, but there was overwhelming support.



Paid For By The Idaho Property Rights Coalition



Southern Farmers Come to Idaho

BY THE IDAHO PROPERTY RIGHTS COALITION

During the last week of June, IGPA and the Idaho Barley Commission hosted 17 farmers from across the southern states on the Multi-Commodity Education Program, a project of the National Cotton Foundation and sponsored by John Deere.

John Gibson, Director of Member Services for the National Cotton Council, headed up the group of out-of-towners. Gibson said the program started in 2006 as a special education project of the National Cotton Foundation and was sponsored by a grant from John Deere.

“It’s really designed as a peer-to-peer leadership exchange program where growers from all parts of the country can come together, regardless of what crop you grow, learn about each other’s crops, how our issues are the same, and the different challenges we face in different parts of the country,” said Gibson.

The program involves interactive tours, where participants can learn about issues other states face.

“All these guys have water issues,” says Gibson, “so that’s common ground. And it helps leaders understand the challenges we all face. It’s just a good learning experience for the guys and they build friendships with people from other parts of the country.”

During the program’s lifetime, groups of farmers from the southern U.S. have visited North Dakota, Montana, and Idaho in the north.

Some issues all the participants can relate to are Farm Bill, water, trade, immigration, and conservation. “Sometimes our policy sides may be different, and this program helps everyone understand that,” Gibson says.

The group who came to Idaho this year was treated to the best in Idaho hospitality with dinners, lunches, and many great educational stops showcasing our agricultural practices, as well as our beautiful scenery. The stops on the tour were organized by the Idaho Grain Producers Association and the Idaho Barley Commission.

The group flew into Pocatello on a Sunday night and got acquainted over dinner, and the tour started first thing Monday morning with a drive to Twin Falls and the CSI Trout Production Research Facility for a presentation on Idaho commercial trout production.



Later that day, the group toured Si-Ellen Dairy Farm in Jerome, Clear Springs Trout Farm, and finished the day with dinner in Filer at Rep. Clark Kauffman’s home. Idaho Preferred was the lead on this meal and created a fantastic all-Idaho menu featuring Idaho pork, trout, potatoes, cheese, barley, fruit, ice cream, wine and beer.

Rep. Kauffman said he was happy to host the group of old friends. “It is always a pleasure to host farmers from other parts of the country and showcase the varied and diverse agriculture that we enjoy in southern Idaho. It was especially pleasing to host the group from the Southern states since I was able to tour the cotton production area in Texas last year. Farmers always have plenty to visit about,” said Kauffman.

Tuesday the group headed out to Caribou County for a tour of King Creek Ranch and lunch/tour at Monsanto. A tour of the Blackfoot Bridge Mine followed, with breathtaking views surrounding us. Finally, Idaho Barley Commissioner Scott Brown hosted the group for dinner at his home in Soda Springs. It was a fantastic night!

Continued on next page

“It was an honor to work with the Idaho Grain Producers Association and the Idaho Barley Commission in sponsoring the southern farmers who participated in the Multi-Commodity Exchange Program,” said Barley Commissioner Scott Brown. “I was excited to share with them our beautiful state and its diversity of agriculture. We heard over and over again how beautiful our state is! It’s nice to know that the problems we face as producers here in southern Idaho are not unlike the problems that our fellow farmers face in the southern United States.”

“The Multi-Commodity Exchange Program provides a network wherein we can discuss our concerns and work together in solving the challenges. As a former participant in the program, possibly the most rewarding thing is the friendships and relationships that are made with fellow farmers who live hundreds and even thousands of miles away and who work tirelessly to help produce the food, fiber and fuel for not only the United States, but for the entire world,” said Brown.

Wednesday the group headed to Aberdeen and toured Wada Farms fresh potato packing plant. Lunch was hosted by the University of Idaho Aberdeen Research and Extension Center at the UI Cereal Field Day. A quick drive to American Falls Dam with Idaho Power was next and finally a visit to Stotz John Deere dealership. A local tour and dinner that night was hosted by IGPA executive board member Jamie Kress and her husband Cory at their farm in Rockland.

“It was a privilege to host the 2018 Multi-Commodity Education Program participants. They are a top-notch group of individuals,” said IGPA board member Jamie Kress. “We enjoyed showing them around our farm, answering questions, and providing insight on dryland farming in the high desert of Southeastern Idaho. Following the tour, nearly 40 local farmers joined the program participants for dinner at our home. It was certainly a unique opportunity to gather farmers from all parts of the U.S. in our backyard - an experience we’ll never forget.”

Kress also thought the friendships formed are invaluable to the group. “Becoming acquainted with farmers from various regions helps build bridges in

agriculture. We gain understanding for one another, our industries, the unique challenges we face, and allows us to be united as farmers in American agriculture. Ultimately, we all share the same love of the land and a passion for growing quality crops. The knowledge gained and relationships made during the week’s tour will impact these growers for a long time - I know they impacted our lives. We learned a lot from them and consider ourselves fortunate to have shared this experience,” said Kress.

Thursday the group headed to InteGrow Malt Plant in Idaho Falls and then a tour of Larsen Farms Hay compaction facility in DuBois. Then on to Hamer to Justin Place’s farm and over to Lewisville to tour

Idahoan’s dehydrated potato plant. Finally, IGPA president Dwight Little hosted the group for a tour of area crops including barley, wheat, hay and potatoes and dinner was a BBQ with area growers at the Newdale city park, hosted by the UI Extension office.

Little says he was happy to have the group here, after being the first person from Idaho to go on the tour three years ago. “It’s such a great opportunity to go to a new area, experiencing things we are not

familiar with here in Idaho. We were able to see how cotton is produced from the field all the way through the process. So then being able to host the group here and show them our agricultural processes I think was perhaps a little bit of agricultural culture shock for them, but it’s such a great learning experience,” said Little. “These guys were introduced to a different crop structure and a different irrigating method, different ways we produce our commodity.” Little also thought the experience helped to bridge any gaps between the northern and southern states. “This experience allows us to see our similarities and our differences. We all are trying to market our product, get it out there, etc. and then also we can see our differences, so when we need to come together for things like farm bill, we can work in unison because we have a basic understanding of each other.”

Little was impressed with the high-quality individuals in the group, proven leaders in their commodity.



Continued on next page

“We had guys like Wesley Spurlock, chairman of the National Corn Growers Association Board on our tour, along with other great leaders, so that was really something special to be able to showcase Idaho to these guys.”

Many of the people on the tour had never been to Idaho before and were pleasantly surprised at what our great state had to offer.

Gary Hayes, a farmer from Missouri, said he will go home and not take water for granted. He didn’t realize how much some Idaho growers depend on irrigation for crop life.

Neal Isbell, a cotton farmer from Alabama, said he was so impressed with the diversity of agriculture here in Idaho and the beautiful country we have. He also was surprised by the irrigation system here. “I live on the Tennessee River. We just irrigate when we need to,” he said.

Both Gary and Neal thought the people of Idaho were what made it so special. “Farm families respect the land and work for what we have, and I see that in all these Idaho folks too,” Gary said. “They’re no different than folks down south.” They also said that, regarding the Farm Bill, we are all facing the same issues and hope for the best outcome for everyone.

“Hosting the tour is a great opportunity for the Idaho Grain Producers and the Idaho Barley Commission to showcase Idaho agriculture,” said Stacey Satterlee,

executive director of the Idaho Grain Producers Association. “It also allows everyone, hosts and participants alike, to gain a mutual understanding of issues facing farmers in various regions of the country, including environmental regulations, Farm Bill programs, water, and impacts of trade – in addition to building life-long friendships with people you might otherwise not meet.”

“It was a great pleasure helping host,” according to Laura Wilder, Administrator of the Idaho Barley Commission, who spent the week on the bus with the group. “Watching the interaction between the Southern growers and our Idaho producers really brought to light the positive value of exchanges such as this for deepening understanding across commodity groups, helping to create better collaboration on important agriculture industry issues and idea sharing to help each other be more successful.” said Laura.

The program alternates between taking southern growers north and taking northern growers south. Last year, for example, farmers from Idaho and other northern tier states were hosted down in West Texas to learn about cotton production. This year, southern cotton growers came north. Next year, farmers from the mid-west and the west will head back down south to revisit old friends and learn more about agricultural practices in other parts of the country. When our new friends from the south want to return to Idaho, we will be ready for them. ■





Idaho Department of Fish and Game Revises the Landowner Appreciation Program to Add Hunts and Consistency

BY SAL PALAZZOLO,
PRIVATE LANDS/FARM BILL PROGRAM COORDINATOR, ID DEPT OF FISH & GAME

The Idaho Department of Fish and Game Commission recently added new hunts and tags for the Landowner Appreciation Program (LAP) and made the process more consistent regarding which hunts are eligible to provide LAP tags.

After receiving input from landowners around the state, Fish and Game worked with the Commission to improve the program for landowners and provide direction to the department so it can efficiently determine which hunts are eligible for those tags.

The Commission approved issuing LAP tags for all controlled hunts that currently lack them except those with less than 10 tags, youth-only hunts, hunts that rotate among different Game Management Units hunts each season, and hunts with no private land within the hunt area.

This change will provide additional opportunities for landowner with property in areas that have controlled hunts to apply for LAP tags.

LAP tags are available to provide an opportunity for private landowners to hunt their property in areas where hunting is restricted to controlled hunts. The tags were first authorized by the Idaho Legislature in 1986 and made available to landowners as a way of rewarding them for providing habitat for public wildlife.

Fish and Game holds a separate drawing for landowners who own qualifying land within controlled hunt units. The number of LAP tags is based on a percentage of the number of tags allowed in the general public controlled hunt, usually around 10 percent of the available tags.

In 2018, Fish and Game offered 3,931 tags exclusively for landowners who qualify for the program. Landowners apply for the tags in July.

For more information about the Landowner Appreciation Program contact your local IDFG office. ■





Where Trade Stands Under the Current Administration

BY THE NATIONAL ASSOCIATION OF WHEAT GROWERS (NAWG)

Since President Trump took office, trade has been in the forefront of the Administration’s agenda. Withdrawing from a forward looking multilateral trade agreement alone was unprecedented, but then turning our back against an established trade agreement and unilaterally igniting trade wars pushed U.S. trade policies into uncharted waters with no safe harbor in sight for our trading partners or American farmers. To date, the White House has withdrawn the U.S. from the Trans Pacific Partnership (TPP), began renegotiating NAFTA, and has put the United States in a trade war with both China and longstanding U.S. allies due to unilateral tariff actions.

On January 23, 2017, President Trump announced that the United States would pull out of the TPP, keeping to his campaign promise. However, the eleven remaining TPP members decided to continue negotiations for a revised deal without the U.S. Now known as the Comprehensive and Progressive Trans-Pacific Partnership (CPTPP), the new agreement includes Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam. In July 2018, Japan became the second country to ratify CPTPP, which could be implemented as early as 2019 after a total of six countries ratify the CPTPP.

The United States’ absence from TPP continues to be a threat to wheat farmers across the country. Once implemented, the agreement calls for incrementally discounting the effective import tariffs that Japanese flour millers pay for imported Australian and Canadian milling wheat from about \$150 to about \$85 per metric ton (MT). Imported U.S. wheat effective tariffs would remain at about \$150 per MT. Canada and Australia, which are major competitors to the United States in the Japanese wheat market, are also parties to the agreement, meaning implementation would put U.S. wheat farmers at a \$65 per MT disadvantage in our second biggest wheat market. This scenario could have devastating impacts to U.S. wheat exports.

In April 2017, the Administration drafted a short executive order to withdraw America from the North American Free-Trade Agreement (NAFTA). Since then Mexican buyers have sought to diversify as they increasingly view trade threats from the United States as indicators that the U.S. is no longer a reliable partner. Wheat farmers across the country are being hit with volatile prices, market uncertainty, and additional wheat exporting competitors.

Mexico has grown to be one of the most important markets for wheat growers, consistently in the top 5 and ranking as the number one export market since 2016. Exports to Mexico were 400% higher in the 10 years after the original NAFTA compared to the 10 years before the agreement. The fear from ag groups and farmers across the country is not only focused on trade retaliation, but also being able to rebuild a trade relationship with Canada and Mexico moving forward. While the current uncertainty involved in the negotiations is hurting farmers across the country, the completion of a new NAFTA 2.0 could strengthen trade relationships going forward.

Additionally, the Trump Administration has cited unfair trade practices to justify imposition of tariffs on a wide range of Chinese goods. Beginning in August of 2017, United States Trade Representative (USTR) Ambassador Lighthizer formally initiated an investigation of China under Section 301 of the Trade Act of 1974. During its investigation, the Administration found that China not only forces a number of foreign companies to partner with Chinese companies in order to do business in the country, but also requires those foreign companies to hand over intellectual property, including proprietary information, to the Chinese companies.

Sometimes lost in the rhetoric and casualties of the trade war are the proactive steps taken by the Trump Administration to address longstanding policies in China related to wheat through the World Trade Organization (WTO). The Administration has moved forward to defend the interests of wheat farmers with two cases against China initiated by the Obama Administration

The first case against China is regarding their market price support programs. China artificially increases wheat production through price supports at \$10 per bushel. According to a 2016 Iowa State University study sponsored by U.S. Wheat Associates, these market price support programs cost U.S. wheat farmers between \$650 and \$700 million annually in lost revenue by pre-empting export opportunities and suppressing global prices. The panel that has been established is expected to issue its final report to the parties no earlier than the third quarter of 2018. Third parties to the case include Australia, Brazil, Canada, Colombia, Ecuador, Egypt,

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#TradeNotTariffs



El Salvador, European Union, Guatemala, India, Indonesia, Israel, Japan, Kazakhstan, Republic of Korea, Norway, Pakistan, Paraguay, Philippines, Russian Federation, Kingdom of Saudi Arabia, Singapore, Chinese Taipei, Thailand, Turkey, Ukraine and Vietnam.

A dispute panel was also set up to rule on a U.S. complaint over Chinese import quotas on farm goods including wheat, rice, and corn. China has a WTO commitment for an annual TRQ of 9.64 million metric tons (MMT) of imported wheat. Currently, China's TRQ administration does not meet their TRQ requirement, which unfairly impedes wheat export opportunities for U.S. wheat farmers, as well as farmers from Canada, Australia and other wheat exporting countries, to the detriment of Chinese consumers. The panel established on Sept. 22, 2017, will review evidence that China has not administered this TRQ in a transparent, predictable and fair manner as required by its WTO obligations. Third parties to the case include Australia, Brazil, Canada, Ecuador, European Union, Guatemala, India, Indonesia, Japan, Kazakhstan, Republic of Korea, Norway, Russian Federation, Singapore, Chinese Taipei, Ukraine, and Vietnam.

The announcement from the Administration, in March 2018, to impose sweeping tariffs on steel and aluminum imports was another direct attack on China's unfair trade practices. In response, China announced retaliatory measures against the United States in early April, including wheat and additional agricultural products. A first list, totaling \$34 billion worth of imports, will be hit with tariffs beginning July 6; the second list, worth about \$16 billion, will undergo further review, but tariffs on these goods could hit in August.

Further, on July 11, 2018, the White House announced it will assess 10% tariffs on another \$200 billion in Chinese goods ranging from fish to luggage. This has been met

with further threats from China. Hearings on the list of targeted products are scheduled for August 20-23, 2018.

Knowing China and other countries would retaliate against its tariffs, the Administration said it would "protect" farmers from this retaliation. And they were right to suggest that protection, because wheat farmers almost immediately started taking hits. From March to June over the past three years, Chinese flour milling companies and their importers purchased an average of about 20 million bushels of U.S. wheat, returning more than \$140 million annually to American farm families and grain handlers.

Not in 2018, however. Unable to accept the risk of escalating import prices, Chinese customers stopped making new purchases of U.S. wheat last March, after the Chinese government threaten a 25 percent import tariff on U.S. wheat in retaliation to the threat of U.S. tariffs on Chinese imports.

Today, damage to the livelihood of America's hard-working farm families is no longer just a threat. The exchange of punitive tariffs between Washington and Beijing today represents the next phase of what could be a long and difficult struggle that will likely inflict more pain before we reach an unknown resolution.

The Trump Administration's aggressive attitude towards trade has been met with ambivalent views. Many sectors are being affected by China's unfair trade practices, but not all are being harmed by self-inflicted tariffs. Similar to solidifying the relationship between U.S. and South Korea, NAWG continues to push for the Administration to strengthen our current trade deals and to establish new international markets for wheat. Growers agree that China's violation of trade deals need to be addressed but tariffs are not the answer and in trade wars agriculture, including wheat, continues to be the first in the line of fire. ■



Low Falling Numbers: 2018 Update



Cool spring, consistent rain, great looking crop, florets setting plump grain, and some cooler temperatures at night after flowering. This description sounds a lot like July of 2016 and we all remember what August ushered in for wheat crops in northern Idaho; low falling number test results wide spread across locations and across most varieties.

When this magazine went to press the 2018 harvest was about 50% complete in northern Idaho and there were some reports of low falling numbers, but nothing like 2016. Harvest conditions have been hot and dry with little to no rain. The low falling numbers are likely the result of environmental influences. Cool nights (45 degree Fahrenheit average), especially on early maturing varieties, could result in development of late maturity alpha-amylase (LMA) known to be associated with low falling numbers.

Environmental conditions trigger changes in the development and biochemistry of plants. Temperature, moisture, and fertility affect when wheat will flower, begin starch and protein synthesis, and start grain fill. Starch, protein, fiber, and lipids are stored in the grain kernel and affect how the grain will perform in a Hageburg Falling Number (FN) test. This test was designed to identify degraded starch, caused by pre-harvest sprouting, before visual symptoms

were apparent. The test measures the viscosity of a starch slurry heated to the gelatinization point and reported as number of seconds it takes for a plunger to fall through the starch paste. If the biochemistry of germination has started in the grain before harvest, the grain will have a low falling number, but not all low falling numbers are due to pre-harvest sprouting.

Starch will be degraded when sprouting has begun, but a low falling number test result does not always indicate degraded starch.



The first visible sign of flowering wheat are anthers hanging out of the floret, but the pollination takes place inside the floret before anthers are visible. Late maturity alpha-amylase (LMA) syndrome can be induced when a cold nighttime temperature of 45 degrees Fahrenheit or below is experienced 25-35 days after pollen begins to shed. LMA contributes to low falling numbers.

In 2016, the environmental conditions necessary for pre-harvest sprouting—rain on mature grain still standing in the field—were not experienced. It was hot and dry, perfect for grain harvest. But from the first fields harvested the falling number test results were below the 300-second cutoff limit. Technicians running tests noted most of the numbers were between 299 and 250 seconds, with some lower but generally above 200 seconds. When low falling numbers are caused by pre-harvest sprouting, they are often below 200, as demonstrated in southern Idaho in 2014, when perpetual August rains resulted in pre-harvest sprouting and FN test results were in the 100s. Most scientists put the blame on a condition called Late Maturity Alpha-amylase (LMA), a

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syndrome well documented by Australian researchers in spring wheat.

In grain affected by LMA, falling numbers may be below 300 seconds, but bottom out around 250 to 225 seconds. Starch with FN at 250 seconds or above is still very functional in many applications, however, brokers have to meet contract specifications demanding FN tests above 300 to 350 seconds.

LMA is triggered by temperature shock in genetically inducible wheat varieties. This form of alpha-amylase, not found in the endosperm but in the outer layer of the kernel, can be activated in the falling number test and result in low falling numbers with little damage to starch. A nighttime low of around 45 degrees Fahrenheit may be the threshold for induction of LMA. But the environmental trigger, i.e. low night temperature, must match up with the window of time—25-35 days past flowering, when a genetically inducible variety is receptive to that environmental condition. It is unlikely LMA explains everything that contributed to widespread low FN test results in 2016. The window of opportunity for interaction of cold nighttime temperatures and 25-35 days after flowering of the variety is quite narrow. Wheat is potentially vulnerable to many environmental triggers beyond those active in pre-harvest sprouting or LMA. Scientists are just beginning to explore the interaction of specific



Falling number testing at the Idaho Federal Grain Inspection Service (FGIS) in Pocatello, certified by FGIS to give official grain inspection certificates for export sales, including FN test results.



One of 16 weather stations purchased with grower assessment dollars to help gather climate data in the study of low falling numbers.

environmental triggers like light, moisture, high and low temperatures, and drought on wheat quality.

Another objective is development of tests, based on a specific chemical signature, to differentiate between varieties susceptible to pre-harvest sprouting and/or LMA. Breeders need a stable selection tool specific to LMA or pre-harvest sprouting to select for genetic resistance to either condition. The FN test can't distinguish between PHS and LMA on its own.

Starch is the main concern and priority for buyers of wheat grain. Buyers want to be sure the flour (starch) made from the grain they purchase is going to have good functionality for their customers' end-use product: bread, crackers, noodles, or mixed products. Starch accumulates in the grain as the plant's biochemistry shifts from making carbohydrates in the leaves and begins moving all the energy captured into the kernels to store as starch. Starch synthesis begins about 4-7 days after flowering and is complete about 20 days after flowering. Starch chemists have evidence that fertility and environmental conditions affect the physical organization of starch as it is synthesized. Each type of starch has a different sensitivity to

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enzyme activity which can affect the outcome of the FN test. This is not pre-harvest sprouting or LMA, it is a different situation triggered by environmental conditions affecting the FN test results.

The grain industry expressed frustration over the variability in the FN test during the 2016 FN crisis. A chart used to apply an elevation adjust on the test was specifically targeted. Elevation, reflected in barometric pressure, affects the boiling point of water—a critical factor in the FN test. The USDA-ARS team in Beltsville, MD took advantage of having access to a hyperbolic chamber owned by the US military. Using the chamber to hold barometric pressure uniform, FN testing was performed on a standardized set of wheat grain samples using the protocol defined by the Federal Grain Inspection Service for test equipment and sample preparation. Data from this experiment was then used to create a new mathematical equation calculating an adjustment compensating for differences in elevation of FN testing laboratories. The variation in test results on standardized grain samples was reduced from 20-30 seconds to 15-10 seconds between testing labs. Using this new correction for elevation will be a significant improvement over the previous tool.

Solutions require focused expertise and funding. The Idaho Wheat Commission (IWC) began funding research on LMA in 2013, giving the Idaho wheat team a good foundation for developing a strategic plan to attack the causes of low FN test results. After the FN Summit in the fall of 2016, the Idaho wheat team initiated an integrated, cross-discipline project directed at understanding the basic biology of wheat

during grain fill and how environment was inducing changes in starch, enzyme activity, and interactions between all the proteins, fats, and fiber that make up a kernel of wheat. It turns out that everything found in a kernel can impact the results of the Falling Number test. Much of what we know today issues like LMA has come out of this multi-disciplined team approach.

IWC has invested more than \$1 million in research directly or indirectly investigating LMA and other environmentally-triggered changes affecting starch quality and FN testing. IWC, joined Washington Grain Commission and Oregon Grain Commission, supported a request for a \$1 million increase in base funding for the USDA ARS unit in Pullman, WA. The intention was the creation of a research position focused on low falling number research in support of ongoing regional research teams at the state land grant universities.

It is challenging to keep the focus on a problem like FN test results, when expression of the problem is dependent upon the growing environment. In 2017 there was no impact from low FN test results. But as Idaho experiences more erratic weather patterns, it is certain the FN issue will hit producers in the wallet again and probably sooner than later. With sustained research focus from integrated, cross-disciplinary research teams, Idaho has the ability to make the FN test irrelevant. In the future, producers will have the knowledge and ability to provide the highest functional quality wheat for the markets without relying on FN test results as a proxy for functional quality or starch damage. ■



Idaho Wheat Industry Hosts Korean Crop Survey Trade Team

Three executives from major flour milling companies in South Korea traveled to Idaho July 23-25 as part of a trade delegation sponsored by U.S. Wheat Associates (USWA), the Idaho Wheat Commission (IWC), Montana Wheat and Barley Committee, and Oregon Wheat Commission to learn more about the quality, value and reliability of U.S. wheat imports. The team visited Ririe Grain & Feed Coop in Ririe, Thresher Artisan Wheat in Blackfoot, and the University of Idaho Research and Extension Center in Aberdeen. Additionally, the team toured the farms of Gordon Gallup and Clark Hamilton, both in Ririe, and visited with representatives from Lansing Trade Group in American Falls.

Korea is consistently among the top five destinations for U.S. wheat annually. In marketing year 2017/2018 (June 1 to May 31), South Korea imported 1.45 million metric tons (MMT) of wheat, or almost 59 million bushels, including soft white (SW), hard red spring (HRS), hard red winter (HRW) and soft red winter (SRW) wheat. The Korean wheat foods market is developing in a way that is like the U.S. market. End-product flour specifications in Korea are becoming more complicated because consumers demand quality and an increasingly wide range of products.

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Pictured left-right, Mitch Landon, Mr. Klang, Logan Hamilton, Clark Hamilton, Mr. Park, Mr. Ryu, Mr. Han

Mr. Shin-hyoung Park, Mr. Boong-hee Han, and Mr. CY Klang with IWC Commissioner Clark Hamilton.





Lee Andersen, second from right, pictured with team at Ririe Grain

Market and trade development is one of the three-pronged mission of IWC. During visits by trade teams, IWC provides the latest harvest, quality and export price information about U.S. SW, HRS, and HRW wheat relative to Korean end-user preferences and demonstrates the factors that help ensure Korean buyers get the most value from U.S. wheat and the U.S. wheat supply system.

Team members included Mr. Bong-tai Ryu, Director, Hantop Corp.; Mr. Boong-hee Han, General Manager, Daehan Flour Mills Co., Ltd.; and Mr. Shin-hyoung Park, Sr. Specialist, CJ Cheiljedang Corp.; Mr. Chang-yoon “CY” Kang, Country Director, U.S. Wheat Association Seoul Office

Gordon Gallup shows the team his wheat variety trials





Grain Enlightenment: Consumer demands on wheat and grains are changing and Ardent Mills is keeping pace

BY SHERENE WHITE, GENERAL MANAGER OF THE ANNEX BY ARDENT MILLS

Under the big umbrella of “wellness,” there is plenty of room for confusion about healthy eating. Every week, there’s a new trend, a conflicting message or a packaging claim to be added to the list of considerations that go into food purchases. With every food-related trend, consumers must ask, “Where is this going?” “What happens next?” “Whom do I trust?”

As ingredient suppliers, we have to do the same. To understand how consumers are influenced by the many wellness terms and topics of the day, Ardent Mills has researched consumer preferences to define “enlightened eating,” a term that distills how consumers’ emotional needs for trusted, local, “pure” foods drive their purchasing decisions.

According to research and consumer surveys conducted by David Sheluga, director of consumer insights at Ardent Mills, the enlightened eating movement emerged strongly in January 2015 and remains a powerful force shaping food choices and the food industry. The term encompasses everything from eating ethically and sustainably produced food to the humane treatment of farm animals, driving issues such as cage-free eggs, antibiotic- and growth hormone-free meats and sustainably grown crops. (For more information on sustainability, see sidebar, page XX). Another “enlightened” consumer trend is locavorism, or seeking food that is produced “closer to the earth” and to the source. Locavores favor safe, trusted foods that come from local farms and businesses, especially when it comes to fresh, simple, in-season foods. Enlightened consumers want foods that represent simpler times and the avoidance of science, big companies and government.

Demographic Influences

Enlightened eaters also seek “clean” or “pure” foods and shop according to the desire for safe, trusted foods, free from chemicals; artificial preservatives, colors and flavors; and unfamiliar ingredients. (See Organic Sidebar, page XX.) Thus, a “clean ingredient” needs to be grown and processed in a way that is additive-free. While most are defining “clean” by removing bad ingredients, there’s another movement,

which sees the value of adding good, simple, wholesome ingredients to the foods people eat regularly, even snacks and indulgences. For instance, consumers are seeking more protein and healthy fats for sustained energy, functionality and sports/exercise recovery. People are



Sherene White
Courtesy The Annex by Ardent Mills

understanding more about the need to eat for good energy, as opposed to depriving the body for weight loss.

Enlightened eaters cut across all demographics and age groups, but the two most scrutinized groups right now are Generation Y/millennials and Gen Z. Millennials were born between 1977 and 1994 and now have a population of 71 million. According to a September 18, 2015, piece in the New York Times, demographers place Gen Z’s beginning as “anywhere from the early ’90s to the mid-2000s. Marketers and trend forecasters, however, who tend to slice generations into bite-size units, often characterize this group as a roughly 15-year bloc starting around 1996, making them 5 to 19 years old now.”

Both of these young groups are known for being more media- and social media savvy than their predecessors. They are highly influenced by their peers and by what they read online. Both demographic groups are made up of discerning consumers who are especially well informed about food.

Millennials now range in age from 21 to 37 years old, which means they are in their prime parenting years. According to Pew Research Center, there were 16 million millennial moms by 2015, with an average of about 1.4 million first-time moms in 2014 and 2015. Despite the volumes that have been written about the attitudes and behaviors of millennials, one thing

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is certain: patterns change when people move into parenting mode. Ardent Mills research finds that half of millennials are likely to be “fun parents” who are open to fun products for their children. The other half are more “careful parents” who want their kids to eat with better health and nutrition in mind.

The younger Generation Z is approximately 23 million people strong. This is known to be a self-aware, innovative and goal-oriented group who will be the largest percentage of any demographic to attend and graduate from college. Beyond book knowledge, this group self-educates via their peers, YouTube, Pinterest and other online sources. It is also an eco-conscious group, concerned about humanity’s impact on the environment.



Photo Courtesy
The Annex by Ardent Mills

Bread Winners

What do enlightened eating and these powerful demographic groups mean to grain-consumption trends? Currently, per capita consumption of wheat flour (in pounds) in the United States has slowly declined, from 146.3 pounds per capita in 2000 to 134 pounds in 2015, according to most recent number available from the United States Department of Agriculture (USDA). Bread is the largest category based on wheat flour, having generated \$9 billion in retail sales in 2016.

While traditional wheat sales may have slowed, many grains and product categories can benefit by leveraging the enlightened eating trend. At the same time that wheat showed decline in consumption, Nielsen Scantrack research found that gluten-free food retail sales in the United States grew from \$0.9 billion in 2009 to \$10.5 billion in 2015 and shows a projected growth of \$23.9 billion.

Quinoa, arguably the first poster child for gluten-free grain options, quickly grew from a hard-to-pronounce

Focus on Sustainability: Field to Market®

Because we partner with farmers every day, we owe it to them and to the land to seek sustainable outcomes from agriculture. That’s why Ardent Mills joined the Field to Market Alliance, which focuses on defining and measuring the sustainability of food, fiber and fuel production. Founded in 2006, the Field to Market brought together interested stakeholders from across the agricultural supply chain to explore sustainability in a collaborative effort emphasizing the inclusion of diverse perspectives, a foundation of science- and outcomes-based approaches to sustainability and a focus on commodity crops, along with recognition of their unique supply chains.

The Field to Market depends on a Fieldprint® Platform, a pioneering assessment framework that empowers brands, retailers, suppliers and farmers at every stage in their sustainability journey to measure the environmental impacts of commodity crop production and identify opportunities for continuous improvement. Brands, retailers and suppliers can access aggregated data from farmers who opt to participate in their Fieldprint® projects.

From the farm gate to the retail and restaurant counter, all links in the agricultural value chain benefit from using the Fieldprint Platform, which estimates field level performance in the following areas: Biodiversity, Energy Use, Greenhouse Gas Emissions, Irrigated Water Use, Land Use, Soil Carbon, Soil Conservation and Water Quality.

Ardent Mills is proud to be a member of the Field to Market and to be working together with industry peers to create a full supply chain sustainability program and shared value from farm to fork.

ingredient to one that appeared in nearly 9 percent of US restaurants, according to Datassential menu tracking in 2017. Like many food trends, interest in quinoa was led by enlightened influences and on-trend “foodies” and eventually trickled into more mainstream awareness, showing up on chain menus and even in small-town eateries. Quinoa has shown 72 percent average annual growth since 2012, which slowed to a still-healthy 23 percent in 2016, according to Nielsen Total Retail sales data.

Other specialty, ancient grains and heirloom wheats are following quinoa’s lead. From peppery amaranth

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Organic Initiative 2019

Nielsen Scantrack research shows that, from 2008 to 2017, organic bread and grain sales grew by 188 percent. Organic trade organizations predict that the current pace of annual double-digit increases in organic food sales will continue for the foreseeable future, fueled in part by enlightened eaters. Because domestic organic wheat production has not matched demand, more organic food supplies are needed across the board. These market demands prompted Ardent Mills to launch its Organic Initiative 2019 to meet organic flour supply needs.

In late 2015, Ardent Mills was the first in the industry to set a goal to help farmers double organic-harvested wheat acres in the United States by 2019. Our strategy began with a series of farmer meetings in North Dakota, Colorado and Idaho to identify barriers to entry and opportunities for farmers wishing to participate in the organic space. At the meetings, we heard concerns about organic education, changing farm practices, disease and pest control, rotational crops, cover crops and more. These issues helped Ardent Mills shape Organic Initiative 2019, and we are now on track to deliver on our goals.

We've gone from having an organic wheat growing program only in Colorado to having contract programs in almost every state west of the Mississippi. We've also become a trusted partner for supporting farmers in the transition to organic acreage as well as resources to develop new products that meet today's consumer demands. The initiative has increased the number of certified organic mills from two to seven across the United States, Canada and Puerto Rico and added other bakery and mix facilities to their organic capabilities.

to buckwheat's rich notes, grains are getting more attention for complex flavors and the unique ways in which they are being used in recipes and product formulations. Artisanal bakeries are experimenting with treats like quinoa-spelt scones, and snack manufacturers are featuring chips with seven grains and seeds, including quinoa, millet, chia, amaranth, brown rice, teff and sorghum.

The forces described here are some of the same forces that prompted Ardent Mills to create the new business unit, The Annex by Ardent Mills. Launched in March 2018, The Annex by Ardent Mills offers a growing

portfolio that includes organic wheat, heirloom wheats (emmer, einkorn, spelt, White Sonora); rye; barley; pulses; and ancient grains, including Ardent Mills Great Plains Quinoa®, amaranth, millet, buckwheat, teff and sorghum. These ingredients are available in a variety of traditional forms, like whole berries, flours and flakes, as well as unique formats, including mixes, blends, individual quick frozen (IQF) and crisps.

An annex is independent yet is part of something bigger. The Annex will support Ardent Mills' traditional flour customers and a wide spectrum of new customers by offering a one-of-a-kind product portfolio. The Annex is also open to custom grain and ingredient programs, which include exclusive cultivation of select grains that are not in commercial production.

As tastes and mentalities have changed and people become more interested in artisan pursuits, there is greater interest in heirloom wheat. Names like spelt and White Sonora are reemerging in wheat, and gluten-free, ancient grains like amaranth and quinoa are entering the mainstream.



Photo Courtesy Peter Roise

The Annex complements core flour, and as conventional wheat demands ebb and flow, farmers are learning how to diversify by adding new grains to their portfolio and building closer connections among farmers, consumers and food. Over the years, wheat varieties have been chosen for their high yield and ease of growing. More recently, we have seen more farmers looking to do something different. Bringing back ancient and heirloom grains is helping farmers accomplish this goal. These grains are not always the easiest or best-yielding crops to grow, but today, it's about choice. If a farmer chooses to enter this new, exciting space, The Annex can help. We love a challenge. We bring to our work an earnest desire to collaborate with customers, farmers, universities and researchers, supporting their innovation and cultivating ideas to help build their businesses, whether it's in fresh or packaged prepared foods, bakery or beverage. ■

Background Photo Courtesy Peter Roise



Idaho Wheat Industry Hosts Indonesian Cerestar Crop Survey Team in Lewiston

Cerestar/Harvestar, the second-largest flour milling company in Indonesia, visited the Idaho wheat industry in Lewiston. The team made stops at Lewis-Clark Terminal, CHS Primeland, and visited the farm of "Genesee Joe" & Leslie Anderson. Indonesia's soil and climate do not support the growth of wheat, so Kevin and Maria were seeing wheat in harvest for the first time. About 25% of Indonesia's wheat is imported from the United States.

PT Cerestar/Harvestar was established in 2007 and has four flour mills in Indonesia. The original milling facility currently has a capacity of 1,500 MT wheat use/day. The company's four mills now have a total capacity of 3,370 MT wheat use/day. The second mill with 1,000 MT/day capacity is in East Java at Surabaya, and commonly known as PT Harvestar. In northern Sumatra, the largest island of Jakarta, at Medan the company built its third mill with 500 MT/day capacity and in 2018 acquired an existing mill of 370 MT/day capacity from a competing company. Cerestar's annual wheat imports are over one million metric tons and include wheat with US, Australian, Canadian and Black Sea origins. Australia is a primary supplier. US soft white wheat and hard red spring make up about 10 - 15% of the company's imports. It is the second largest flour milling company in Indonesia with 10 - 12% market share. Primary end uses are cookies, crackers and confectionery.

Team members: Mr. Kevin Widjaja, Planning Production and Inventory Control Manager, PT Cerestar Flour Mills; Ms. Maria Widiyanti, Quality Control Manager, PT Harvestar Flour Mills; Mr. Matt Weimer, U.S. Wheat Associates Regional Vice President, South Asia and Senior Advisor, Asia. 🇮🇩



Pictured left to right, IWC Commissioner "Genesee Joe" Anderson, Leslie Anderson, Ms. Maria Widiyanti, Mr. Kevin Widjaja, Mr. Matt Wiemer



Pictured left to right, Mr. Widjaja, Ms. Widiyanti, Matt Weimer, & Scott Zuger



Pictured left to right, IWC Commissioner "Genesee Joe" Anderson, Ms. Widiyanti, Mr. Widjaja, Matt Weimer on a farm tour



Touring the quality lab at Lewis-Clark Terminal



The team with Scott Zuger at Lewis-Clark Terminal

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Bill Flory Appointed to Idaho Wheat Commission Second Term



Bill Flory of Winchester was appointed by Governor C.L. “Butch” Otter to serve a second term with the Idaho Wheat Commission. Flory will serve the Idaho Wheat Commission for another five-year term representing district two (Nez Perce, Clearwater, Idaho, Lewis, Boise, Payette, Valley, and Washington counties).

Flory is a graduate of the University of Idaho with a degree in Business-Finance. He has operated a diversified grain farm near Winchester since 1976. Bill has been involved in a variety of local, state, and national agricultural activities for more than 40 years.

Currently Flory is an executive board member of the Wheat Marketing Center in Portland, Oregon and sits on the U.S. Wheat Associates board as an alternate. Flory is the current Chairman of the Idaho Wheat Commission and is responsible for the oversight of the Idaho Wheat Commission finances and strategic planning. He also sits on the Public Relations and Membership committees with the Idaho Grain Producers Association. Flory is a member of The Bennett Farm Foundation and the Lewiston Roundup Board of Directors.

Spending wheat grower dollars wisely is a priority for Flory. He will continue to focus on improving the bottom line for wheat producers by investing in programs and projects that have the best chance of enhancing the competitiveness and profitability for Idaho wheat producers.



IWC Commissioners Elect New Chair

IWC commissioners voted to elect Bill Flory, Winchester as Chairman for the 2018-2019 fiscal year at the annual budget meeting in June. Also during that meeting Ned Moon, Heyburn, was elected by the commissioners to the office of Vice Chairman for the 2018-2019 fiscal year. Bill Flory had previously been serving as Vice Chairman with Clark Hamilton, Ririe, as Chairman.





Idaho Wheat Commission's Fiscal 2019 Budget is Heavy on Research

BY SEAN ELLIS, IDAHO FARM BUREAU FEDERATION

REXBURG – The Idaho Wheat Commission has approved a \$3.4 million budget for fiscal year 2019 that includes funding for a lot of research projects aimed at solving production problems faced by the state's grain growers.

The budget is up slightly over the fiscal 2018 budget and 45 percent of it is for research. Fiscal 2019 begins July 1.

The IWC's five grower commissioners said research is a big chunk of the budget because of how important it is to ensure Idaho growers have the latest information and tools they need to help them solve the various agronomic challenges they face.

"Research is key to our industry because issues that impact growers are constantly changing and we need to stay on top of them," said IWC Commissioner Clark Hamilton, an East Idaho grower. "All of these things are a constant battle and we need to invest in research to make sure we stay on top of these issues and keep our industry healthy."

"We've got a few really critical, looming issues that we need some answers to," said "Genesee" Joe Anderson, a North Idaho farmer. "If we hadn't invested in research over the years, this industry would be back in the '40s and '50s growing 30- or 40-bushel wheat and facing some major production challenges."

The 2019 budget sets aside \$1.54 million for research projects, up from \$1.43 million in 2018.

Idaho is Idaho's No. 2 crop in terms of farm-gate receipts, behind potatoes.

Investing money to make sure growers have access to the most current wheat technology is critical to ensure the state's wheat industry remains competitive, said IWC Executive Director Blaine Jacobson.

The budget includes funding for projects aimed at trying to solve the low falling number problem. Falling number tests measure wheat quality and farmers receive less money for test results below 300.

In 2014, the falling number issue was a major problem for growers in Eastern Idaho due to pre-harvest

sprouting caused by heavy rains. North Idaho wheat farmers faced the falling number problem in 2015 due to late-maturity amylase.

Though it hasn't been an issue for the past two years, "We haven't forgotten what a problem it is when we do have that issue," Jacobson said. "That's why we're spending resources to try to find a permanent fix for that problem."

Millions of dollars were lost by Idaho growers because of the falling number issue, Anderson said, and "Those research projects have the potential to really return some value to Idaho growers."

The budget includes funding for a research project aimed at helping growers manage wireworms.

"That is a difficult pest that is costing growers thousands of dollars," Hamilton said.

Other research projects that will receive funding from the IWC include: variety development, spore detection system, weed control systems, grower marketing trials, soil acidity, cadmium uptake, seed and nitrogen fertilizer rates, deficit irrigation in spring wheat, control of wheat stripe rust, long-term impact of manure, enhancing resistance to snow mold and Idaho variety survey.

Commissioners also agreed to set aside money to support projects dealing with precision agriculture.

"Precision agriculture continues to be an important trend," Jacobson said. "We have several projects that will help growers be more precise with their applications of various inputs."

The IWC's fiscal 2019 budget, which was approved during the commission's regular quarterly meeting, includes \$891,000 for market development, \$905,000 for grower education and communications and \$102,000 for office operations.

It includes funding to host several overseas trade teams, as well as cereal schools and grower workshops. ■



Idaho Leaps into Top Barley Producing Spot

Celebrating 30 Years of Service to Idaho Barley Producers

By: Kelly Olson, Retiring IBC Administrator, Served 1994-2018

34% Idaho's share of 2018 US Barley Crop

2018 barley crop is projected at 53 million bushels (up 9% from 2017). Average yields are estimated at 106 bu per acre (up 8%).

Domestic beer sales are slowing...

- 2017 US beer sales volume was down 1.2%, while hard liquor sales were up 2.6%.
- Craft beer sales grew 5%, down from 6.2% the year before, and followed several years of double-digit growth.
- Beer makers who buy Idaho barley see opportunities to turn these negative trends around.

Idaho barley growers fully fund **ONE MILLION DOLLAR** University of Idaho Research Endowment in October 2017.

The IBC Board voted in June 2018 to modestly expand the endowed agronomic research program at \$70,500 each of the next five years, for a total of \$352,500.

Dr. Chris Rogers assumed barley scientist position at the Aberdeen Research & Extension Center in July 2014.



Food barley production expands 7x since 2016

- Strong Japanese demand boosts contract acreage across Idaho.
- IBC is leading launch of major new food barley campaign targeting school meals, restaurants and food bloggers.



Japanese food barley team visits Jerome area farm to inspect 2018 food barley crop. Team was hosted by the IBC and five PNW grain companies now contracting food barley in Idaho and the PNW



Anheuser Busch Celebrates 50-year Partnership with Idaho Barley Growers

Barley gives beer its soul, a central theme celebrated by the Anheuser-Busch InBev Company and their barley growers at a biennial Barley Grower Appreciation barbeque held July 13 in Idaho Falls.

At this year’s event, the ABI procurement team recognized more than a dozen young barley growers who are the second or third generation producers growing barley for ABI in eastern and south-central Idaho. They also presented SmartBarley Sustainability and Innovations Awards to Timm and Luke Adams in Rupert and Pat Purdy in Picabo.

“We recognize and appreciate how important these young farmers are to the future of barley production in Idaho and to agriculture as a whole,” said Doug Peck, Idaho regional manager. “Idaho farmers play a large role in the production of good, high quality malting barley for Anheuser Busch and we look forward to working with these young men and women far into the future. We thank them for the decisions that they have made to continue a life of farming. We also wanted to recognize growers with a SmartBarley Sustainability and Innovations Award for their efforts beyond the everyday practices of farming by implementing variable rate fertilizer application, cover crops, rotational grazing, LESA irrigation and other practices of conservation and sustainability.” This year’s celebration also focused on Anheuser-Busch U.S. 2025 Sustainability Goals that are a key part of their SmartBarley program that was launched in 2013. ABI officials note that creating shared value between the brewer and its thousands of barley grower partners to sustainably grow the best barley for the highest-



quality beer is a company-wide effort. AB is strongly committed to ensuring 100 percent of its direct farmers will be skilled, connected and financially empowered within the next eight years.

Anheuser-Busch’s Smart Agriculture targets the first step in the beer-making process - growing and harvesting barley and hops - while the three additional goals focus on carbon reduction, circular packaging and water stewardship. Our goal is to have 100 percent of our facilities, including the farms where barley is grown, engaged in water efficiency efforts by 2025. In the past decade, Anheuser-Busch reduced water usage by nearly 38 percent; however, the new goals will aim higher to reduce water usage by another 9 percent.

Continued on next page



“As a truly global brewer, we rely on a healthy natural environment and thriving communities in order to brew beers that will continue to bring people together into the future,” said Ingrid De Ryck, vice president, Procurement & Sustainability for Anheuser-Busch. “These ambitious new goals require participation and marked improvement across every piece of our business, from the wholesalers and brewers, to the growers nurturing our barley from the ground up.”

As the center of any great beer, barley serves not only as the starting point for creating a high-quality beer, but also the initial touchpoint for improved sustainability efforts. Anheuser-Busch will use its upcoming Grower Days event to share best practices and educate growers on its global sustainability goals and Smart Agriculture programs such as:

- SmartBarley, which helps growers produce the most “crop per drop” of water through benchmarking.
- LESA, a pivot irrigation technology that waters closer to the ground to save up to 20 percent of the water and energy required to irrigate.

- AgriMet, an irrigation scheduler that gives growers real-time access to weather and water data.
- New Barley Varieties, see the latest improved varieties from Anheuser-Busch’s barley breeding team.
- Crop Management Trials, which provide key management information about proprietary barley varieties, including seeding rate, fertilizer rate, growth regulators, and more.

“At Anheuser-Busch, we have a saying, ‘barley today, Budweiser tomorrow,’ which rings true, as barley is one of the four key ingredients critical in making high-quality beer,” said John Drake, director of Western Malting Operations for Anheuser-Busch. “It gives beer its beautiful range of colors, its sweetness, alcohol component, unmistakable aroma and ultimately, the flavor we all know and love. It is because of this that we have made a promise to continue to work hand-in-hand with U.S. barley growers to innovate, drive barley research and lead the way in sustainable barley growing practices.” ■





Idaho Barley People in the News...



Mike Wilkins, Rupert, was appointed by Governor C.L. “Butch” Otter to serve a three-year term as South-Central Idaho barley commissioner, effective July 1, 2018. Mr. Wilkins is a third generation barley producer in Minidoka County, where he farms barley, sugar beets and alfalfa with his son.

Wilkins has been a long-time leader in Magic Valley water issues, serving on the Minidoka Irrigation District Board and Committee of Nine when the historic water agreement was crafted between surface and groundwater users on the Snake River Plain Aquifer.



Retired USDA ARS barley breeder Darrell Wesenberg passed away on July 30. Darrell was the former Research Leader and barley breeder at the USDA ARS Small Grains and Potato Germplasm Research Facility in Aberdeen, ID. Darrell retired from ARS in 2001 after 33 years of service, and has spent many long

summer days with his family, friends, and boats at his Lake Kabetogama MN cabin. A native of Wisconsin, he received his higher education at the University of Wisconsin-Madison, including his Ph.D. in Agronomy in 1968. That year he began work as a plant breeder with ARS in Aberdeen.

Darrell developed many barley and oat cultivars that greatly benefited growers and industry nationwide. Notable was the release of the barley cultivar ‘Klages’, which spurred the growth of the malting industry in the western states. Darrell’s years-long effort to introduce malting quality traits into winter barley culminated in the release of North America’s first winter malting barley ‘Charles’ and opened new opportunities for efficient barley production. Dr. Wesenberg’s pioneering work with the National Small Grains Collection housed at the Aberdeen research center expanded the evaluation of barley and oat germplasm to include screening for emerging disease problems and assessment of important grain quality characteristics. He received the Distinguished Service to Oat Improvement Award in 1998, the Idaho Barley Industry Service Award in 2000, and was inducted into the Eastern Idaho Agriculture Hall of Fame in 2007. Dr. Darrell Wesenberg is survived by his three daughters and two grandchildren. ■



IBC board present the Idaho Barley Industry Service Award to Pat Purdy at his retirement dinner on June 21 in Picabo, ID. Left to right: IBC Industry Representative Tim Pella, Anheuser Busch; Chairman Wes Hubbard, grower from Bonners Ferry; Pat Purdy, grower from Picabo; and Scott Brown, grower from Soda Springs.

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