

IDAHO BARLEY COMMISSION MEETING MINUTES JUNE 6, 2017, IBC OFFICE, BOISE, ID

I. Roll Call – Chairman Pat Purdy called the IBC meeting to order at 10:20 a.m. on Tuesday, June 6, 2017 at the IBC office in Boise, ID. **Attendees included:**

Pat Purdy, Chairman
Wes Hubbard, District I Commissioner Scott Brown, District III Commissioner
Tim Pella, Industry Representative
Kelly Olson, Administrator
Tammy Golder, Administrative Assistant

Guests: Joe Anderson, IGPA President, Potlatch; Stacey Satterlee, IGPA Executive Director, Boise; Drs. Chris Rogers and Juliet Marshall, UI Aberdeen and Idaho Falls (by telephone); Brent Olmstead, UI CALS Assistant Dean for Government & Industry Relations; and Sean Ellis, *Capital Press*.

II. IBC Meeting Minutes

The minutes from the IBC's February 22, 2017 meeting were reviewed. **A motion was made by Commissioner Scott Brown, and seconded, to approve the minutes for the February 22, 2017 meeting as presented. The motion carried unanimously.**

The minutes from the IBC's April 3, 2017 conference call were reviewed. **A motion was made by Commissioner Wes Hubbard, and seconded, to approve the minutes for the April 3, 2017 conference call as presented. The motion carried unanimously.**

III. IBC Financial Report

Monthly check-off receipts, balance sheet and income statements -- The Administrator and Administrative Assistant reviewed financial reports as of June 2, 2017, showing check-off receipts totaling \$589,437.83, which is \$76,180.85 below the same period a year ago due to a higher than expected percentage of AB and InteGrow barley remaining on farm. They reviewed the IBC's balance sheet and income statement, showing assets at \$503,127.11; total income to date of \$591,603.41, which is 81% of the budgeted amount for the year; and expenses of \$641,998.99, which is 87.9% of the budgeted amount. **A motion was made by Industry Representative Tim Pella, and seconded, to approve the IBC financial report as presented. The motion carried unanimously.**

IV. IBC Research & 2017 Crop Report – Drs. Juliet Marshall and Chris Rogers, UI, joined the meeting by telephone to discuss 2017 barley crop conditions and agronomic issues. Juliet and Chris noted damage to winter plots (Rupert plot was destroyed), due to harsh winter conditions and ponding from spring freeze/thaw cycles.

She reported some Barley Yellow Dwarf in winter barley south of Burley and higher incidence of pythium due to wet spring conditions. Juliet noted that she had not received a lot of calls on spring barley but expected some level of pythium and spot form net blotch. North Idaho reported high levels of prevented planting in some areas. With the expansion of hulless food barley acres to southern Idaho, Juliet recommended we provide targeted grower education to ensure greater agronomic success with these hulless varieties. Chris reported on his work with the USDA Natural Resources Conservation Service (NRCS) on grower fertilizer recommendations, which must be based on UI guidelines. Board members discussed growing conditions in each of their own areas of the state. Chairman Purdy reported on the excellent crop condition from his direct seeded barley (into alfalfa). The board discussed their desire to facilitate collaboration between the UI and BYU Idaho that will expand opportunities for undergraduate student research experience in eastern Idaho. Brent Olmstead, UI CALS, reported that UI CALS and BYU-Idaho were in the final stages of formalizing an undergraduate student internship program that would be consistent with and boost our cereal efforts. The IBC Administrator reported that she has arranged a meeting on July 13 at the conclusion of the UI Aberdeen cereal field day to begin discussions on specific cereal collaboration in research and student mentorships involving the two grain commissions, UI CALS and BYU-Idaho.

V. IBC Administration

Malting barley industry developments – Industry Representative Tim Pella and the Administrator reported on malting industry developments, including the status of 2016 malting barley crop that remains in farm storage due to extended delivery by both Anheuser Busch and InteGrow. The large crop and slower than anticipated malt shipments necessitated extending the delivery period of farm-stored barley beyond the usual June final delivery. It is anticipated about 30% of the 2016 crop will not be delivered by June 30, which means that substantial income will be pushed into FY 2018. The Administrator noted that she has been closely monitoring this situation, noting that she has had phone calls from concerned growers and she has had numerous discussions with Busch staff about the situation. The Administrator reported on recent developments in the Molson Coors acquisition of Miller from SAB. Wade Malchow, manager of MC barley procurement has been elevated to Molson Coors Global Lead for Barley. Both AB and MC domestic beer sales fell 2% in 2016, while craft beer sales were up 6.2%.

Approval of Hosted Meals – The Administrator presented one hosted meal for approval: lunch she hosted for Bryce McKay, McKay Seed, in Boise on May 24 in the amount of \$34.69. **A motion was made by Commissioner Scott Brown, and seconded, to approve one hosted meal totaling \$34.69. The motion carried unanimously.**

Idaho Falls Office Evaluation – The Administrator presented advantages and disadvantages of maintaining the second commission office in Idaho Falls. She

indicated that she thought it would be important to maintain this office to give the commission flexibility in the future. The board will continue its evaluation of the office arrangement during the next year.

Calendar and Travel Authorizations – The Administrator reviewed the calendar and had no new travel authorizations for approval.

The board held an Executive Session during the working lunch to consider FY 2018 employee review and compensation.

VI. IBC Program Review

National Barley Growers Association (NBGA) report – Chairman Scott Brown reported on the upcoming NBGA summer meeting scheduled June 20-22 in Minneapolis, MN. IGPA VP Dwight Little will be elected NBGA president at this meeting. The board also reviewed farm bill testimony presented by NBGA President Peter Friederichs and a preliminary farm bill issue policy statement adopted by several national farm organizations including NBGA, NAWG, NCGA and the American Farm Bureau Federation.

IGPA report – IGPA President Joe Anderson, Potlatch, presented the IGPA's FY 2018 budget request and discussed other IGPA priorities. Joe and IGPA Executive Director Stacey Satterlee reported that the IGPA/IWC legislative Portland tour held earlier in the week was a success.

US Grains Council (USGC) report – Chairman Pat Purdy reviewed the USGC's FY 2018 budget request. The Administrator explained her recommendation to cut IBC funding from current fiscal year amount of \$20,000 to \$15,000. After considerable discussion, the board agreed with the \$15,000 recommendation until the fall when we know our final production estimate and revised income projections. If funds are available, the board will consider increasing our contribution to the USGC to \$20,000.

2017 Craft Brewer Barley Short Course – The Administrator reviewed the schedule for the July 10-11 Craft Brewer Barley Short Course in the Idaho Falls and Upper Snake River area. A Mexican team of craft brewers will participate in this course.

Food Barley Initiative – The Administrator reviewed a multi-pronged **Food Barley Strategic Development Plan** that she and Bryce McKay have developed, involving several elements:

- Collaborative food barley variety development – USDA ARS & Highland Specialty Grains
- Barley health & wellness You-Tube videos
- School food service promotions
- Outreach to domestic cereal food processors

- Partnership with targeted health associations
- Engagement with tastemakers and trendsetters

Risk Management Education – The Administrator reviewed educational programs delivered this year, using the \$32,960 competitive risk management education grant from the Western Center for Risk Management Education.

2016/17 Workshops: 897 attendees

- **Ag Outlook Seminars** – Dec. 6 in Burley and Dec. 7 in Idaho Falls – Kelly gave the grain outlook presentation and organized and facilitated a 2-hour ag technology session – **102 attendees**
- **Southern Idaho Extension** – (1) Farm Succession and Estate Planning Workshop in Idaho Falls (series of 4 workshops started Oct. 25) – **54 attendees**. (2) Series of six Farm Management Tool Workshops in Rexburg, Blackfoot and Preston (started Jan. 10, 11 and 12 and continued for 6 consecutive weeks) – **306 attendees**.
- **North Idaho Extension** – Marketing Morning workshop in Lewiston on Feb. 6 - **30 attendees**
Five Common Mistakes in Grain Marketing Workshops were held in Fort Hall on Mar. 29 and Lewiston on Mar. 30. Featured Ed Usset, Univ. of Minnesota Center for Farm Financial Management – **58 attendees**.
- **Southern/eastern Idaho Cereal Schools** – UI Extension Ag Economist gave presentation on Grain Breakeven Costs and tough Decisions – **347 attendees**.

IBC Webinars: 230 views

- **2017 Winter Weather Outlook** with Troy Lindquist, NOAA National Weather Service, on Nov. 17, 2016. Link at <https://vimeo.com/191984871>
- **Reducing Water Use & Power Costs with LESA Irrigation Retrofits** with Dr. Howard Neibling, UI Extension Irrigation Engineer on Jan. 20, 2017. Unfortunately this webinar was not recorded so Howard will record again so we can post a link to the recording.
- **Grain Breakeven Costs and Tough Decisions** with Ben Eborn, UI Extension Ag Economist, on Feb. 17, 2017. Link at <https://vimeo.com/204575195>
- **How to Write a Pre-Harvest Grain Marketing Plan** with Ed Usset, Univ. of Minnesota Center for Farm Financial Management.

Educational projects underway (through September 30, 2017):

Fund ag econ graduate student (Brett Wilder) to do two projects:

- 1. Create comprehensive Idaho Grain Marketing Toolbox Curriculum to be used by county extension educators in local workshops.** To be completed by end of July and a train-the-trainers session with county extension educators. If funding permits, Brett will create 10-minute Youtube videos on select marketing topics. This project is being supervised by UI ag econ faculty Norm Ruhoff (UI Moscow) and Dr. Hernan Tejeda (UI Twin Falls).
- 2. Create an Idaho Grain Marketing Digital Dashboard or App** that will allow producers to access real-time futures, local basis, historical basis and storage costs to evaluate current marketing strategies. This project is being done jointly with Blackfoot producer Adam Young, IBC Administrator Kelly Olson and UI Ag Econ Extension Educator Ben Eborn.

VII. IBC FY 2018 Budget

The board and staff reviewed the FY 2018 proposed budget. There was significant discussion on the estimated FY 2018 income. We normally use the USDA March 31 planting intentions estimate as a guide for planted and harvested acres, but this year there is significant disagreement with the USDA estimate of 600,000 (same as last year) which we believe is too high. The Administrator noted that she was estimating that carryover 2016 barley will generate about \$104,000 in income in FY 2018.

A motion was made by Commissioner Wes Hubbard, and seconded, to approved FY 2018 income of \$689,580, expenses of \$741,563 and reduction in ending reserves of \$51,983. The motion carried unanimously.

A final motion was made by Industry Representative Tim Pella, and seconded, to approve all acts and transactions of the June 6, 2017 IBC meeting. The motion carried unanimously.

With no other business, the IBC meeting was adjourned by Chairman Pat Purdy at 3:30 p.m.

Pat Purdy, Chairman

Date

IBC MEETING JUNE 6, 2017 MOTIONS PASSED

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2. A motion was made by Commissioner Wes Hubbard, and seconded, to approve the minutes for the April 3, 2017 conference call as presented. The motion carried unanimously.
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