

WINTER 2023

# IDAHO

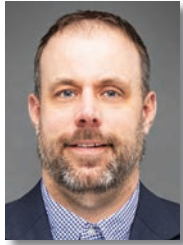
THE IDAHO GRAIN PRODUCERS ASSOCIATION MAGAZINE

# GRAIN





# VIEWS



**BY TY IVERSON  
PRESIDENT**

Ask any farmer what the biggest goal is for their career and most (myself included) will tell you that it is to leave the farm and the ground a little better than they found it for the next generation. When I look back on my four years of service to IGPA’s executive team, these same sentiments come to mind. IGPA has made huge strides in the right direction and will continue to thrive under new leadership.

I’m proud of all that we have accomplished over the past few years. We’ve faced many obstacles and have had to adapt and continue moving forward with our mission. When the world shut down for the pandemic, we all learned how to download Zoom and have virtual board meetings from our homes, offices, and even tractor cabs. I cannot express enough how proud I was of our Board of Directors for their dedication and flexibility to continue to serve the organization through this time. Full Board participation is now at an all-time high, so much so that we are trying to find bigger meeting spaces to accommodate everyone – this is a great problem to have!

We’ve had many successes in the political arena too – as the Idaho Freedom Foundation (IFF) has sabotaged the Republican Party in recent years and turned many of its members against agriculture, we’ve reached across the aisle and made an effort to build more relationships with Democrats and educate them on our mission and objectives. We live in strange political times, and our job as the lobbying arm of the grain industry isn’t to worry about political parties or theatrics from groups like IFF – it’s to represent farmers and work with elected officials to accomplish our goals and priorities.

I’m extremely proud of the team we’ve assembled for our staff at IGPA. It’s a lean staff of only three people, but I can assure you that they still somehow manage to always get the job done for us. They are professional, energetic, and always dedicated to working for Idaho farmers. Each of these three individuals possess a completely different skillset, and the three of them somehow blend perfectly to create an amazing team. IGPA is in good hands with them as our staff!

The one looming priority that we unfortunately have not been able to completely solve over the past year is to get a new Farm Bill passed in

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*Cover photo by  
Jeremy Searle*

Published quarterly by  
**Idaho Grain Producers Association**  
821 W. State St. • Boise, Idaho 83702-5832  
(208) 345-0706

**Stacey Katseanes Satterlee** Editor-in-Chief  
**Kellie Kluksdal** Assistant Editor

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Printing Production Coordinated by  
**Northern Directory Publishing**  
25 Division Road, Great Falls, Mt. 59404

**For Advertising information call:  
Leah Anderson Advertising Sales  
Representative • Phone: (406) 475-1856**

Printed in the USA



**IDAHO GRAIN PRODUCERS ASSOCIATION**

821 West State Street  
Boise, Idaho 83702-5832  
(208) 345-0706  
http://www.idahograin.org

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# EDITOR'S NOTE



Congress. By now you have probably heard that Congress recently passed a CR to extend the current Farm Bill until September of 2024. This is certainly better than nothing, but we really need to get a more permanent solution in place before the election circus of next fall starts really heating up back in DC. We are grateful that Senator Rish, Senator Crapo, and Congressman Simpson voted for this extension to keep these important programs functioning. While we appreciate Congressman Fulcher's support on many of our issues (especially protecting the dams), we will need to continue to work to educate him on why the Farm Bill is so important to farmers in Idaho.

In closing, I just want to say that it has been an absolute honor and pleasure to serve as your President the past year. I'm extremely grateful for our staff, my fellow Executive and Full Board members, and Industry Partners that have been nothing short of amazing to work with. Looking forward, it's important to remember that our work at IGPA never stops or takes a break. 2024 is an election year, so we will all need to step up and do our part in continuing to keep the momentum rolling at IGPA. I hope that all of you will consider either running for office or helping to elect Ag-friendly candidates. Please do not hesitate to reach out to our staff or Board members if you need assistance in getting involved. ■



BY STACEY KATSEANES SATTERLEE  
**EXECUTIVE DIRECTOR**

And just like that – you all finish harvest, and we shift into the 2023-2024 meeting season. It's been a busy October and November – between District Meetings, the fall meeting of the National Association of Wheat Growers, IGPA's Fall Board Meeting, and Tri-State Grain Growers Convention, we've had representatives from IGPA traveling every week for the past six weeks. It's been great to get around the state and see so many of our members.

One of the things we have been talking about is the reauthorization of the Farm Bill. Let's talk about some of the things that reside within the Farm Bill: conservation programs, crop insurance, forestry programs, trade promotion programs, research and extension funding, energy programs, rural development programs, disaster assistance, safety net programs. All these programs are important to U.S. farmers, rural America, and domestic food and fiber production. **If we value domestic food and fiber production, we should be willing to invest in it, and to invest in programs that keep farmers farming.** Also in the Farm Bill is the nutrition title, which accounts for the bulk of Farm Bill dollars. We need

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to pass an updated Farm Bill for U.S. agriculture – hopefully that can be achieved in 2024.

Another thing we’ve talked about is the importance of electing agriculture-friendly candidates to serve in the Idaho legislature. 2024 is an election year – we’re working on building the Wheat & Barley PAC, identifying the candidates who support Idaho agriculture, and doing what we can to help get them elected. We’ll spread the word and educate folks on those good candidates we identify. What can you do? You can make sure you’re registered to vote; contribute

to the Wheat & Barley PAC and/or directly to ag-friendly candidates in your area; volunteer to help get those folks elected; and VOTE in the primary and general elections.

We have more meetings coming up – we will take folks with us to Washington, DC as part of our mentorship program. We also have board members on the National Association of Wheat Growers and the National Barley Growers Association boards who will meet in DC in January and February. We will have our February board meeting in Boise, the commissions will have their research reviews and meetings, then Commodity Classic in March. The meetings continue! ■

## 2023 IGPA Award Winners

### ACHIEVEMENT AWARD

*This award is given in recognition of an individual, associate or otherwise for their achievement and contribution to Idaho’s grain industry.*



**WINNER: BILL FLORY**

Idaho wheat grower Bill Flory is a legend in the grain community. A graduate of the University of Idaho with a degree in business finance, Bill is a true Vandal at heart. He’s been farming since 1976 and manages a diversified farm in northcentral Idaho where he grows wheat, malt barley, oats, bluegrass, canola, garbanzo beans and hay.

IGPA Executive Board Secretary and friend Jonathan Rosenau says, “Bill has always been very passionate about farming and Idaho wheat. It was fitting that he became an Idaho Wheat Commissioner and was an asset not only for Idaho wheat but for industry as a whole.”

Bill has been involved in the industry at the local, state and national level his entire career. He is a past president of IGPA, past Idaho wheat commissioner, past president of NAWG, past chairman of the Wheat Marketing Center, and U.S. Wheat Associates board member. In his free time, Bill stays busy with his family



(including five grandkids in Idaho and California) and a variety of boards he continues to serve on.

IGPA past president Lucas Spratling knows Bill well and speaks to his knowledge of the industry as helping move the Idaho grain industry forward. “Bill has stood as an essential component of the grain industry constantly exploring new ways to innovate be that through marketing or research opportunities. He’s always looking at new ideas and ways to promote Idaho grains to the world.”



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“I was honored to present this award to Bill Flory. I cannot think of anyone who has dedicated more time and effort to securing and protecting foreign markets for Idaho grain than Bill. From working to build &

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expand the Wheat Marketing Center in Portland, to participating in overseas trade missions, to hosting international trade teams on his farm, Bill has worked tirelessly to enhance and strengthen these relationships that are so important to marketing Idaho grain. Every wheat farmer in Idaho owes Bill a debt of gratitude for his service,” said IGPA past president Ty Iverson.

## MEMBER OF THE YEAR

*This award is given to an IGPA member who has demonstrated exceptional leadership and a high level of involvement and commitment to the mission and goals of the association over the past year.*



**WINNER: JEFF HOOD**

IGPA member Jeff Hood has really made his mark on IGPA over the past year. He whole-heartedly jumped into his service on the board, saying yes to everything asked of him – and he hasn’t looked back.

Jeff and his cousin Tim Dillin farm about 2,000 acres at Porthill Idaho, three miles south of the US/ Canadian border in the Kootenai River Valley. The



family operation, Houck Farms, turns 100 years old in 2024. They grow wheat, barley, canola, timothy- hay/ seed, alfalfa, timber and red Angus cattle. During the pandemic, Jeff left corporate America to help his mom and spend more time with family, his wife Stephanie and daughter Ana.

IGPA past president Ty Iverson says, “Jeff is very deserving of IGPA’s Member of the Year award. Over the past couple years, Jeff has become a key member of the IGPA team. We were pleased to have him join us in Washington, DC through our mentorship program last January, and he hasn’t taken his foot off the gas pedal since. He has been actively engaged in IGPA’s political objectives and has been extremely helpful in getting our Industry Partner program up and running. His background in the business world has given him a unique skillset that not many farmers have. IGPA is fortunate and grateful to have members like Jeff who are willing to step up and do the heavy lifting necessary to promote and advance our organization.”

“During my cousin Tim Dillin’s time in office with IGPA, I attended several meetings trying to learn and



better understand the industry and the mission of the organization. And I'm so glad I did. Over the past year I have learned so much about how much our voices, as growers, really matter and how much an organization like IGPA does for us. I've met several people I now call friends am excited about the future and really throwing myself into the work of IGPA," said Hood. "It was truly an honor to receive this award. I enjoy working with other IGPA members to advance Idaho's agriculture. It's a privilege to continue supporting IGPA's mission carried so well by the many Idaho Grain Producers daily."

This past year, as IGPA launched an updated Industry Partner program, Jeff has stepped up and been instrumental to its growth. IGPA's Industry Engagement Manager Harmony Wright, who oversees the program,



said, "Jeff has been so great to work with. He not only brings ideas to the table – he then invests the time and energy to execute them. We've learned a lot this past year – and much of our success to this point comes from Jeff's experience, drive and follow through."

"Jeff is a great guy and the epitome of a new member we want involved in IGPA. He's hard-working, inquisitive, has thoughtful ideas and is always interested in hearing both sides of a story. We feel very fortunate that Jeff has chosen to become more involved in the organization and look forward to many years of service to come," said IGPA Executive Director Stacey Satterlee.

## FRIEND OF IGPA

*This award is given to an individual, industry associate, elected official, member of the media, or other person who has demonstrated exceptional support, value and work with and for IGPA over the past year.*



**WINNER: SENATOR LINDA WRIGHT HARTGEN**

Senator Wright Hartgen serves district 25 in Twin Falls and currently serves as the chair of the Senate Agricultural Affairs Committee. She is dedicated to

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agriculture in Idaho, having worked much of her career in the industry.

She and her husband at the time farmed for 23 years in the Magic Valley and raised sugar beets, corn, grain, hay, cattle and beans—along with three kids. Today the Senator’s family is much larger and includes two step-children, several grandchildren and two great-grandchildren (six granddaughters, one great-granddaughter and one great-grandson, to be exact) who keep her busy attending sporting events and other activities.

IGPA Executive Director Stacey Satterlee says of the Senator, “We are so fortunate to have a friend in the Statehouse like Sen. Hartgen, and especially serving as chair of the Senate Ag Affairs Committee. Sen. Hartgen understands the issues, and as a farm girl herself, she knows the in’s and out’s of daily life on a farm and what



it takes to keep things running. We appreciate all that she does for the grain industry in Idaho and look forward to another successful legislative session together.”

Larry Hollifield, recently elected IGPA executive board member, says, “Senator Hartgen comes from agriculture, so she has first-hand experience with the issues that we deal with on a farm. She is a dedicated and passionate proponent of Idaho agriculture. She is consistently available – her door is always open, and she comes to grower meetings and events. Not only is she accessible – she’s also proactive. If she has a question, she’ll reach out and ask. She is an amazing woman, and very deserving of the title Friend of IGPA.”

When asked about what she loves most about Idaho, Sen. Hartgen had a lot to say. “I love learning about the various parts of the state and really seeing what our great state is made of. There’s a lot more out there than







folks realize, and I just really enjoy learning all about it. We have such diversity and different industries across the state and the growth is unbelievable.”

## FRIEND OF IGPA

*This award is given to an individual, industry associate, elected official, member of the media, or other person who has demonstrated exceptional support, value and work with and for IGPA over the past year.*



### WINNER: SENATOR MARK HARRIS

Senator Mark Harris serves Idaho’s District 35 and resides in Soda Springs. His day job is a rancher on his family’s operation along with his wife Cheryl and their four sons. The busy Senator has been involved in several organizations in his career including the Idaho Cattle Association, Idaho Farm Bureau, Young Farmers and Ranchers, the Bear Lake Planning and Zoning Committee and currently serves as a board member at Bear Lake Memorial Hospital. He was appointed to the legislature in 2015 and serves on the Senate Health and Welfare, Resources & Environment, and State Affairs Committees, as well as serving in Senate leadership.

“Senator Harris is a well-deserving recipient of this award. He prioritizes Idaho’s agricultural community and knows what the needs of his constituents are. We appreciate the hard work Senator Harris has put in to build bridges between cattlemen and grain growers to enact some common-sense updates to Idaho’s fencing laws, an issue these two groups have historically disagreed on. He is pragmatic about the issues at hand and works hard to get the job done. Even when he doesn’t win, he doesn’t give up. And, it’s always great



to get to work with a fellow Aggie – Utah State, hey, Aggies all the way!”

IGPA Board Member Jake Ozburn said, “Senator Harris shows up when we need him, ready to figure things out and do what’s best for our community. We really appreciate him. Also, Senator Harris owns fencing pliers and rumor has it, he knows how to use them – making him OK in my book.”

“Since he is my senator, I can say with full confidence that Senator Harris has always been there to listen and then help us get things done. We appreciate him for his work in advocating for Idaho agriculture, and for Idaho’s grain growers,” said IGPA Secretary/Treasurer Kyle Wangemann.

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A fourth-generation rancher, Senator Harris grew up with news on the radio and politics in the household. Whether it was riding in the combine or riding in the pickup, his father always had the news on and always talked politics. By the age of 14, he was accompanying his parents to the Idaho Republican Party's state convention.

"I am deeply honored to have been recognized by the IGPA with the 'Friend of IGPA' award. This distinction reflects not just my commitment but our shared dedication to advancing the interests of Idaho's agricultural community. A heartfelt thank you to the IGPA for this honor and for the meaningful dialogue. I look forward to our continued collaboration supporting Idaho's vital grain industry," said Harris.

## PRESIDENT'S AWARD

*This award goes to the outgoing president of IGPA for their work on behalf of the association over the past year.*



**WINNER: TY IVERSON**

IGPA is pleased to give the President's Award to outgoing Executive Board President Ty Iverson for his exceptional work and dedication to the organization over the past year.



IGPA's newly elected President Justin Place said it best: "Ty is a good leader because, first, he's a good listener. He comes across as quiet because he first gathers information and thoroughly processes it before sharing a well-formulated opinion or answer. He is a thoughtful, caring individual who remains calm and level-headed under pressure, and I appreciate his great example, leadership qualities, dedication to the industry, and strong personal values. Thanks, Ty, for your exemplary service to IGPA and to the ag community."

"Ty is just a great guy. He's easy to work with and he understands what needs to get done. He cares about people and he cares about the issues that will affect wheat growers in Idaho. Ty is a fun guy, and a great friend," says Kyle Wangemann, IGPA Secretary/Treasurer.

A native of Bonners Ferry, Ty attended Bonners Ferry High School and then the University of Idaho, receiving a degree in agriculture. Ty farms on 3,200 acres in Bonners Ferry with his wife Lisa and son Colton where they grow winter wheat along with some canola, barley, spring wheat, and garbanzo beans. A third generation IGPA executive board president (Ty's dad, Tom, was board president in 1987 and his maternal grandfather served as president as well), you could say leadership runs in the family. Ty naturally took over the roll as



leader of the organization for the past year and got straight to work.

IGPA Vice President Jonathan Rosenau says, “I got to know Ty when we both joined the IGPA full board years ago. I was very happy when he took on the role of E-board and I knew he would be an asset. It has been a pleasure to have been a part of his term.”

A lover of football, Ty is a die-hard fan of the Idaho Vandals; so it was fitting that we send him out in style with a Vandal-themed tailgate party. The University of Idaho College of Agriculture and Life Sciences (CALs), along with Athletics and the Alumni offices, all know Ty in some way and were happy to contribute to the party.

“Ty is the kind of guy you want on your side. He’s there for the good and he’s there for the hard stuff. He knows the industry, what needs to happen and how to get results. Ty has been a remarkable president, going above and beyond the requirements of the job this past year. He served not only as president of IGPA, but also sits on the NAWG Board of Directors. It’s been a pleasure to work with Ty on the executive board the past five years and I look forward to continuing our good work on behalf of IGPA,” said IGPA executive director Stacey Satterlee.

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Lucas Spratling, outgoing IGPA executive board member says, “Ty is a phenomenal leader and knowledgeable advocate for IGPA, always available to represent farmers on the national and state levels.”

Ty spent the last five years involved in many aspects of the organization and will continue to have an influence on board decisions as he begins his sixth year. Ty said it best himself: “It has been an honor to serve as IGPA’s President the past year. I’m proud of all that we have accomplished over the past four years as an Executive Team. We’ve overcome numerous obstacles and continue to function smoothly as an organization.

We’ve experienced many wins in the political arena. I am extremely pleased to see increased involvement from our growers on the Board of Directors – IGPA is truly a grass-roots organization, and our success is critically dependent on grower participation. As I begin my final year on IGPA’s Executive Team in my new advisory role as Past President, I couldn’t be more excited about the direction of our organization. We have assembled an energetic, talented staff, and coupled with excellent leadership from my fellow board members, I am confident that the future is very bright for IGPA.”

Thank you, Ty, for your service to the grain industry in Idaho. Your service is valued and deeply appreciated. ■

## Snake River Quagga Mussel Response

BY THE IDAHO STATE DEPARTMENT OF AGRICULTURE

The confirmation of the presence of quagga mussel larvae in the Snake River, put in place a rapid response plan by Governor Little, the Idaho State Department of Agriculture (ISDA), local Magic Valley officials, and state and federal agencies. The response to this issue was a collaborative effort by all effected entities to protect our water and way of life in Idaho.

The ISDA on Sept. 18 confirmed the presence of quagga mussel larvae in the Snake River near Twin Falls. The larvae were detected via ISDA’s Early Detection Monitoring Program, which works to detect new invasive species outbreaks early, in an effort to allow rapid and effective control measures.

The quagga mussel is a freshwater mussel native to Eastern Europe that is one of the most aggressive invasive species infecting the United States. Once introduced, the mussels reproduce exponentially to the point that they out compete native species for resources. Not only do these non-native mussels destroy native species and habitats, but they also directly impact water delivery systems. Quagga mussels quickly spread and clog pipes that deliver water for drinking, energy, agriculture, recreation, and a variety of other uses. If the mussels were to take hold in Idaho, they could cause great damage to state’s agriculture industry. An established population of quagga mussels has the potential to cost Idaho hundreds of millions of dollars in actual and indirect costs.



“Our Invasive Species Program was prepared to respond to these findings quickly in an effort to contain mussel population growth in such a vulnerable area,” said ISDA Director Chanel Tewalt. “We had a very narrow window to mitigate the issue with several factors to consider in such a complex river system.”

Understanding the gravity of the situation, the ISDA implemented a rapid response plan. This was the first time in the state’s history that a rapid response plan has been put into action for quagga mussels. The plan included notifying impacted entities, implementing



containment measures, conducting delimiting surveys and evaluating for potential treatment options.

One of the first steps in containing the spread of quagga mussel larvae was to close the impacted waterbody and to decontaminate watercraft. Temporarily closing a small section of the Mid-Snake River was critical to minimize any potential movement of the quagga mussels and to allow ISDA staff to conduct surveys. ISDA then established two hot-wash stations in the Magic Valley for all watercraft and conveyances that had been in the Mid-Snake River in the recent 30 days to be decontaminated. This was a major undertaking by ISDA staff, as hot-wash stations were in high demand for several days after the initial announcement.

To better understand the scope of the impacted area, ISDA staff collected veliger (larval form of quagga mussels) samples from the Snake River at a rapid pace. Sample results indicated a plume of quagga mussel larvae specifically in the Shoshone Falls area. Consistent with the veliger sample data, an adult mussel was located near Shoshone Falls. No larvae were confirmed upriver of the Twin Falls Dam or downriver

of Centennial Park. From hundreds of veliger samples, ISDA was able to identify the physical range of the infestation, this data was then used in determining a control strategy.

A major part of the response plan was exploring control strategies. After consulting with several local, state and federal officials and stakeholders, ISDA decided on a copper-based product, Natrix for treatment. Natrix is labeled and approved by the Environmental Protection Agency for similar aquatic applications, and was already a registered pesticide in Idaho. The copper-based treatment application occurred across a six-mile section, less than one percent of the Snake River.

“A project of this scope and complexity would not have been possible without significant support and assistance from our local, state and federal partners,” said Tewalt. “Our team and partners worked around the clock to ensure that we left nothing on the table in this eradication effort.”

For ten days, the treatment application and impacts were closely monitored 24 hours a day by the product

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manufacturer, the contracted applicator and ISDA staff. As expected, the treatment unfortunately resulted in both fish and aquatic plant mortality within the treatment area.

Idaho Fish and Game and ISDA detected thousands of dead fish within the six-mile treatment area. The overwhelming majority of the mortalities have been largescale suckers, common carp and northern pikeminnow. White sturgeon in the area were impacted by the treatment, with all detected sturgeon mortalities being hatchery-produced fish. To mitigate for the losses, Fish and Game has several tools available which include translocating adults after the treatment, hatchery stocking and natural recolonization from downstream to recover fish populations in the area.

“We were very open that while fish mortality was unfortunate and none of us wanted to see it, not treating the river wasn’t an option,” said Tewalt.

To monitor treatment efficacy, ISDA staff conducted post-treatment veliger samples within the impacted area. Preliminary veliger samples results indicated that the treatment has impacted adult and larvae populations. ISDA staff have concluded post-treatment veliger sampling for the season. Sampling will begin again in the spring once water temperatures rise. These samples will be an ongoing effort to determine the success of the treatment.

“It’s because of the Idaho Legislature’s investment over these many years that we had the resources and personnel to respond quickly and efficiently on the Snake River,” Tewalt said.

The ISDA will continue to make AIS prevention a priority across the Gem State through an emphasis on watercraft decontamination stations, increased educational outreach and continued aquatic invasive species surveillance. The department and its state, federal and local partners will do all they can to protect Idaho from aquatic invasive species, but any successful effort will also require the widespread participation and cooperation of the public.

Aquatic invasive mussels spread easily to new areas due to movement of watercraft and other equipment. To protect our waterways, we must be vigilant in following the preventive measures of CLEAN, DRAIN, DRY. These steps apply to all watercraft and conveyances including boats, kayaks, paddle boards, duck decoys, waders, fishing tackle, lifejackets, and anything else going in and out of the water.



**CLEAN** - Before leaving any waterbody, always inspect equipment for visible plants and animals.

**DRAIN** - Eliminate water from all equipment, including motors, live wells, wakeboard ballast tanks, boat hulls, scuba gear, bait buckets, waders, and boots.

**DRY** - Clean and dry anything that came in contact with water (boats, decoys, trailers, equipment, dogs, etc.).

In addition to CLEAN, DRAIN, DRY, do not forget to stop at ISDA Watercraft Inspection Stations. When passing an inspection station during hours of operation, make sure to stop for an inspection and decontamination. After visiting waters that have confirmed quagga mussels or any out of state waterbody, ensure that your boat has been inspected or allowed dry time of at least 30 days prior to launching in Idaho waters.

For more information on quagga mussels and the current situation on the Mid-Snake River, visit [idaho.gov/quagga](http://idaho.gov/quagga). ■



# USDA-NRCS Town Hall Information Sessions

BY CARLY WHITMORE, NRCS IDAHO PUBLIC AFFAIRS SPECIALIST

Have you ever been curious about how to improve your agricultural operation? Are you curious about how to become more involved in conservation? Do you have questions about your financial assistance options to improve your farming, ranching, or forestry system? The United States Department of Agriculture (USDA)'s Natural Resources Conservation Service (NRCS) in Idaho has the event for you.

Between December 2023 and April 1, 2024, NRCS Conservation Teams across Idaho will be conducting Town Hall Information Sessions. With the help of the Farm Service Agency and local partners, NRCS Idaho will give an overview of the different financial and technical assistance we offer, how to apply and what conservation practices are available to implement on your operation. Additionally, Farm Service Agency staff will be available to assist landowners with beginning the program eligibility process.

These Town Hall Information Sessions are meant to explain to new and existing customers what the Farm Bill has to offer, and how NRCS can benefit all farmers, ranchers, foresters, and private landowners in Idaho – regardless of property size, primary commodity or length of time in operation. NRCS has programs and practices for any operation, and NRCS Idaho staff are ready to assist however necessary!

In addition to discussing the basics of financial and technical assistance from NRCS, Conservation Teams will also provide information related to the implementation of the Inflation Reduction Act (IRA). President Biden has allocated \$19.5 billion from the Inflation Reduction Act to NRCS to support conservation programs that yield climate change mitigation benefits nationwide. Through this, IRA will inject more than \$20M into NRCS Idaho's conservation programs in the next year alone, radically increasing the amount of money available to Idaho landowners. There are many different practices eligible to be funded

These Town Hall Information Sessions are meant to explain to new and existing customers what the Farm Bill has to offer, and how NRCS can benefit all farmers, ranchers, foresters, and private landowners in Idaho – regardless of property size, primary commodity or length of time in operation.

through IRA, and Conservation Teams in Idaho will use Town Hall Information Sessions to further explain these practices and how they can be implemented by local landowners and operators.

NRCS provides no-cost technical assistance to farmers, ranchers or private timber growers in Idaho, and helps make recommendations for which financial assistance programs those operations may qualify for. NRCS staff work with the landowner or operator to create a comprehensive conservation plan to address a variety of resource concerns. The Environmental

Quality Incentives Program (EQIP) provides financial assistance and helps make conservation more accessible for whom new practices may be cost prohibitive. EQIP is a great way for landowners to get their feet wet with NRCS programs and can help transform an operation. Additionally, NRCS offers other programs to landowners, including: the Conservation Stewardship Program (CSP) for landowners already involved in conservation practices, the Regional Conservation Partnership Program (RCPP) for

projects spanning multiple operations and include strong partnerships, various easement programs that can ensure operations remain in agricultural or natural use, and more. To learn more about the various programs NRCS offers, visit [nrcs.usda.gov](https://nrcs.usda.gov).

“Outreach to potential customers in Idaho is key to getting conservation on the ground,” said Acting NRCS Idaho State Conservationist Bruce Sandoval. “NRCS strives to meet customers where they are and give them as much information as possible to assist with making the best choice for their operation. Hosting informational sessions such as these are integral to spreading the word to others about what NRCS can do for them.”

To find out more about the dates, times and locations of Town Hall Information Sessions in your area, visit [nrcs.usda.gov/idaho](https://nrcs.usda.gov/idaho), or contact your local USDA Service Center. ■



## Idaho's LAUNCH Program

BY GOVERNOR BRAD LITTLE

As producers in rural Idaho, you know full well the challenges that come with hiring enough skilled workers to meet your operation's needs.

But help is on the way, in the form of a new grant program designed to get IDAHO kids in IDAHO jobs.

It is called LAUNCH.

Our new LAUNCH grants will cover 80 percent of the cost of an in-state program that leads to an in-demand career, up to \$8,000.

There are hundreds of career paths and programs to choose from, including trucking, equipment operators, engineers, and many, many others.



If students are still weighing their options, they can update their choices later.

We know our high school seniors want fulfilling careers and higher incomes.

We know their loving parents want the same for them, too.

And we know the strength of our state and our nation depends on these kids.

Our national security and sovereignty require a skilled workforce so we can compete with China and other aggressors who want to do America harm.

We cannot stay a global leader in the economy if we fall behind in educating and training the next generation to meet the demands of an ever-evolving, dynamic economy.

Our young Idahoans hold so much promise and potential, and we want to do all we can to get them to stay in Idaho and thrive in Idaho.

Yet, the jobs of today demand specialized skill sets that require education and training after high school.

But the cost and accessibility of those programs after high school stand in the way for too many young Idahoans.



LAUNCH will help.

We need your help in getting the word out about LAUNCH, especially to our students in rural Idaho.

If you know a high school senior or a parent of a senior, tell them to apply for a LAUNCH grant as soon as possible at <https://nextsteps.idaho.gov/launch>.

There is only enough money to offer grants to half of Idaho's high school seniors, and some of the most popular programs are filling up quickly.

Idaho has long supported scholarships for high school graduates to pursue traditional four-year university programs.

That's important, but we recognized the need to support all paths – from nursing to welding to computer science to plumbing to teaching to animal science to trucking and everything in between.

LAUNCH can be used for apprenticeships, job training, and community college as well as university programs.

The hundreds of LAUNCH career paths available are market-driven – these are “real world” jobs our employers desperately need to fill, most importantly our employers in agriculture.

Thank you for your help and support of this game-changing new grant. Together, we will LAUNCH our kids into better careers and get them to stay in Idaho! ■





# Managing Price Risks Using Grain Contracts

BY TYLER HAND, GRADUATE STUDENT, DEPARTMENT OF AGRICULTURAL ECONOMICS AND RURAL SOCIOLOGY, *and*  
XIAOLI ETIENNE, ASSOCIATE PROFESSOR AND IDAHO WHEAT COMMISSION ENDOWED CHAIR IN COMMODITY RISK MANAGEMENT, DEPARTMENT OF AGRICULTURAL ECONOMICS AND RURAL SOCIOLOGY, UNIVERSITY OF IDAHO

## Basic Terminology

**Cash price:** the price quoted by a local grain elevator or merchandiser for a given delivery window (today or a future date).

**Futures price:** the price of an exchange-traded futures contract, which is the obligation to deliver a specified amount of grain on a future delivery date; futures price typically reflects global demand and supply conditions.

**Basis:** the difference between cash and futures prices, which reflects the cost of carry, insurance, freight, merchandiser margins, and local supply and demand conditions; basis can be either positive or negative and varies by location and time.

**Price risk:** the risk posed to a producer that the selling price will decline before delivery.

**Basis risk:** the risk that basis will move in unfavorable directions; basis risk is in general significantly lower than price risk.

**Cash price = futures price + basis:** final price received by producers can be decomposed into futures price and basis; most grain contracts deal with at least one of the three quantities.

## Introduction

Grain markets are no longer just a local concern. Agricultural market discussions today must factor in global perspectives. When analyzing the price of wheat, for instance, producers must not only consider the market in the United States but also those of other key suppliers from overseas, such as Russia, Australia, Ukraine, and the European Union. The conversation becomes more complicated when examining the demand side. What's happening in Asia? Will China's purchasing volume be as high as last year's? How much grain will be consumed in the Middle East? Indeed, US producers must now grapple with increasingly complex uncertainties when marketing their products. Consequently, in the modern global agricultural landscape, developing effective risk management is a crucial skill.

Cash market contracts, typically offered by local grain buyers to wheat growers in Idaho, are important marketing tools that producers can use to manage price risks. We discuss the following contracts: (1) cash/simple forward contract, (2) hedge-to-arrive (HTA) contract, (3) basis contract, (4) minimum price contract, (5) price later or delayed pricing contract, and (6) average pricing contract. For easier demonstration, we use Doug, a wheat farmer, to demonstrate all the examples.

It should be noted that some contracts discussed are useful mostly for grains with active futures and options

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trading (e.g., HTA), while some contracts are applicable for all types of grains (e.g., cash contracts or forward sales). However, all six types of contracts should be applicable to all major varieties of wheat produced in Idaho. Soft white wheat is priced based on the Chicago soft red wheat futures contract, while HRW and hard red spring wheat is priced based on Kansas City wheat and Minneapolis wheat futures contracts, respectively. Another major type of grain produced in Idaho is barley. Cash contracts may be available for barley through local elevators, although most of the malt barley in Idaho is purchased by major beer companies through direct contracting.

**(1) Cash Contract/Simple Forward Contract**

This is the most basic type of grain contract. Under this agreement, the producer agrees to sell a specific quantity of grain at a specific price during a specific delivery window to a specified location. The producer may agree to a spot sale, where they deliver the grain at the price currently available at the elevator at the time of the delivery, or to a forward cash sale, where they set the price today for the grain to be delivered during a future delivery window. With a cash contract, the producer locks in a cash price today, effectively eliminating any possible futures price or basis risk. However, they will be unable to benefit from any favorable moves in price or basis in the future.

**Best-use case:** This contract type may be best in situations where time to sale is limited or the producer anticipates no favorable moves in basis or price. Cash contracts are popular among producers because of their simplicity.

**(2) Hedge-to-Arrive (HTA)**

With an HTA contract, a producer enters into an agreement to lock in the futures price today but leaves the basis to be set on a future date for a specific quantity of grain to be delivered in the future. Excluding transaction charges, the final cash price the producer receives is the futures price when the HTA contract is signed, plus the basis the producer sets on a future date (but before the delivery window).

Year		Burley, Idaho		Soda Springs, Idaho		Lewiston, Idaho	
		SW	HRW	SW	HRW	SW	HRW
2020/21	Futures	6.01	5.50	6.01	5.50	6.01	5.50
		(0.69)	(0.80)	(0.69)	(0.80)	(0.69)	(0.80)
	Cash	5.02	5.18	4.89	5.04	5.92	6.14
		(0.59)	(0.59)	(0.50)	(0.72)	(0.91)	(0.78)
	Basis	-1.02	-0.37	-1.26	-0.48	-0.09	0.64
		(0.18)	(0.21)	(0.17)	(0.17)	(0.44)	(0.29)
2021/22	Futures	8.39	8.48	8.39	8.48	8.39	8.48
		(1.70)	(1.92)	(1.70)	(1.92)	(1.70)	(1.92)
	Cash	7.92	7.80	8.28	8.70	9.85	9.26
		(0.88)	(1.12)	(1.32)	(2.14)	(0.97)	(1.82)
	Basis	0.56	0.47	-0.11	0.23	1.47	0.78
		(0.48)	(0.50)	(1.19)	(0.61)	(1.21)	(0.45)

Table 1. Average wheat prices and standard deviation (\$/bushel) for soft white (SW) and hard red winter (HRW) wheat in Burley, Soda Springs, and Lewiston, 2020/21–2021/22.

	Scenario 1			Scenario 2		
	Cash Price	Futures Price	Basis	Cash Price	Futures Price	Basis
T0 (today)	7.40	6.70	0.70	7.40	6.70	0.70
T1 (harvest)	6.45	5.80	0.65	7.85	7.10	0.75
Net Price Received	7.40			7.40		

Table 2. Net price using cash contract, in \$/bushel.



	Scenario 1			Scenario 2		
	Cash Price	Futures Price	Basis	Cash Price	Futures Price	Basis
T0 (today)	7.40	<b>6.70</b>	0.70	7.40	<b>6.70</b>	0.70
T1 (harvest)	6.45	5.80	<b>0.65</b>	7.85	7.10	<b>0.75</b>
Net Price Received	6.70 + 0.65 = 7.35			6.70 + 0.75 = 7.45		

Table 3. Net price using HTA contracts, in \$/bushel.

When executing an HTA contract, a merchandiser places a hedge on a producer’s behalf by selling deferred futures contracts. An HTA contract eliminates the futures price risk, but the producer is still exposed to basis changes. The final selling price using HTA will be higher if the basis strengthens (becomes more positive or less negative).

**Best-use case:** This is a very common (and popular) type of contract. Initiating an HTA is most favorable

when a producer expects the basis to strengthen or the futures price to decline.

**(3) Basis Contract**

With a basis contract, the producer agrees to deliver a specified amount of grain on a future date at a fixed basis but leaves the futures price open to be set later (but before the delivery window). Excluding transaction charges, the final cash price the producer receives is

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	Scenario 1			Scenario 2		
	Cash Price	Futures Price	Basis	Cash Price	Futures Price	Basis
T0 (today)	7.40	6.70	0.70	7.40	6.70	0.70
T1 (harvest)	6.45	5.80	0.65	7.85	7.10	0.75
Net Price Received	5.80 + 0.70 = 6.55			7.10 + 0.70 = 7.80		

Table 4. Net price using basis contracts, in \$/bushel.

	Premium for MPC with Strike Price = 6.70	Scenario 1			Scenario 2		
		Cash Price	Futures Price	Basis	Cash Price	Futures Price	Basis
T0 (today)	0.20	7.40	6.70	0.70	7.40	6.70	0.70
T1 (harvest)		6.45	5.80	0.65	7.85	7.10	0.75
Net Price Received		6.70 + 0.70 - 0.20 = 7.20			7.10 + 0.70 - 0.20 = 7.60		

Table 5. Net price using minimum price contracts, in \$/bushel.

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the futures price set later, plus the fixed basis when the contract is initiated. A basis contract eliminates basis risk, but the producer is still subject to price risks. The final selling price of a basis contract will be higher if the futures price increases.

**Best-use case:** A basis contract is most suitable when the producer expects the basis to weaken (become more negative or less positive) or the price to increase between the time of the contract initiation and the delivery window.

**(4) Minimum Price (MP)**

With an MP contract, the producer agrees to deliver a specified quantity of grain at a minimum guaranteed price in a future delivery window. An MP contract

allows the producer to create a price floor while taking advantage of potentially higher prices before the delivery window. In most cases, the minimum price is determined based on the strike price of an options contract, the premium of the options contract, and the basis set by the merchandiser. Producers need to compare the minimum price with their own production cost to determine whether the minimum price is acceptable.

An MP contract effectively eliminates any basis risk and downside price risk between the time the contract is initiated and the delivery window. The producer can set a higher price later if the opportunity arises, but they will not be able to benefit from any favorable movement on basis. Additionally, they will have to pay merchandiser fees for MP contracts.

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	Storage Cost	Scenario 1			Scenario 2		
		Cash Price	Futures Price	Basis	Cash Price	Futures Price	Basis
T0 (today)		7.00	6.30	0.70	7.00	6.30	0.70
T1 (harvest)	0.05	7.40	6.80	0.60	6.60	6.00	0.60
Net Price Received		7.40 - 0.05 = 7.35			6.60 - 0.05 = 6.55		

Table 6. Net price using price later contracts, in \$/bushel.



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**Best-use case:** This contract is best used when the producer believes there will be a meaningful increase in price before delivery, but is still worried the price may decline.

### (5) Price Later or Delayed Pricing (DP)

A price later or DP contract allows a producer to establish the price of grain at a later date. After delivering grain to the elevator, the producer prices the grain at a later date within a specified window. During this time, the producer is fully subject to both price and basis risks. They may also be responsible for service and storage fees until the grain is priced. Producers should carefully consider those charges when assessing the risk/reward of waiting to sell.

**Best-use case:** The main purpose of this contract is to ensure that there is a buyer for the grain. It does not provide any price protection. However, this could be beneficial if the producer wants to delay reporting income from the sale of grain to the next reporting period. Producers may also consider a DP contract if they believe that prices will rise in the short term and the basis will strengthen and they want to wait to speculate on that higher price.

### (6) Average Price

The term *average price* encompasses a range of

	Scenario 1			Scenario 2		
	Cash Price	Futures Price	Basis	Cash Price	Futures Price	Basis
Week 0 (today)	7.00	6.30	0.70	7.00	6.30	0.70
Week 1	7.30	6.65	0.65	7.45	6.75	0.75
Week 2	7.25	6.60	0.65	7.35	6.70	0.65
Week 3	7.30	6.62	0.68	7.30	6.65	0.65
Week 4	7.40	6.70	0.70	7.20	6.60	0.60
Week 5	7.45	6.75	0.70	7.10	6.55	0.65
Week 6	7.50	6.78	0.72	7.00	6.45	0.55
Week 7	7.60	6.80	0.80	6.90	6.35	0.55
Week 8	7.65	6.90	0.75	6.75	6.15	0.60
Week 9	7.70	7.00	0.70	6.70	6.05	0.65
Week 10 (harvest)	7.80	7.05	0.75	6.75	6.10	0.65
Net Price Received	$(7.30 + 7.25 + 7.30 + 7.40 + 7.45 + 7.50 + 7.60 + 7.65 + 7.70 + 7.80)/10 = 7.495$			$(7.45 + 7.35 + 7.30 + 7.20 + 7.10 + 7.00 + 6.90 + 6.75 + 6.70 + 6.75)/10 = 7.05$		

Table 7. Net price using average price contracts, in \$/bushel.

products that operates on the same principle. Generally, an average price contract is a variation of the standard HTA, but with a key difference: rather than entering into the entire position at once, the pricing spreads out over a period of time. The producer determines the number of bushels to sell each week during a given window, creating an average crop price. They can set the basis at any time during the given window. Alternatively, they may opt for a series of cash forward sales instead of HTA-type sales. In such a scenario, the producer does not need to set the basis.

This type of contract may also offer a minimum price feature known as the *knock-out level*. When the market price reaches a predetermined minimum level, all the remaining bushels will be automatically sold at the prevailing price. This provision acts as a safeguard for the producer in the event of a sudden market downturn.

Marketing Contracts	Market Expectations					Area of Risk Exposure		Risk Rating
	Rising Prices		Declining Prices		Rising Price after Harvest	price	basis	
	stronger basis	weaker basis	stronger basis	weaker basis				
(1) Cash/Forward				X				low
(2) HTA			X				X	moderate
(3) Basis Contract		X				X		moderate
(4) Minimum Price	X	X						low
(5) Delayed Pricing	X				X	X	X	moderate
(6) Average Price	X					X	X	moderate

Table 8. Comparison of different marketing contracts.

**Best-use case:** Average price contracts help spread out pricing risk over a pricing window, avoiding pricing at a low point. The pricing window can be selected to capture the historical seasonal price premiums when prices tend to be the highest. For HTA types of average price contracts, producers can also benefit from a strengthening basis.

### Using Grain Contracts in Practice

Producers can use this bulletin’s overview of various grain contracts as part of their risk management strategy. Table 8 compares their suitability based on different price and basis expectations, as well as their associated risk exposure and level. For instance, if a producer expects the basis to weaken but prices to rise, then a basis or MP contract may work best. In periods of high basis and price volatility, such as the SW wheat market in Lewiston in 2021/22, a producer may benefit from using an MP contract to limit downside risk while still offering the opportunity for price improvement.

In practice, producers may adopt a combination of

contracts. For example, a producer who wants to capitalize on a favorable basis movement might enter into a cash forward for 50% of their crop, while using HTA for the remaining 50%. At the end of the season, there may still be a portion of unpriced grain. In such cases, contracts like deferred pricing and cash forwards can be more advantageous.

Most contracts involve fees or commissions, which may be charged separately or factored into the offered price. When price protection is provided, especially in the form of an MP, it is common to include a service margin. It is crucial to carefully review contract details and to understand the commitments involved. ■

# University of Idaho and Limagrain Cereal Seeds

## *A unique and successful partnership in wheat breeding*

DR. JIM PETERSON, IDAHO WHEAT RESEARCH CONSULTANT

The University of Idaho – Limagrain Cereal Seeds (LCS) breeding collaboration is now in its 12th year. The collaboration is a unique public-private partnership, focused on breeding and release of soft white winter wheat varieties. The result has been co-development and release of ten varieties, grown on nearly three million acres to-date, effectively extending the impact of the U of I program throughout the Pacific Northwest.



### The Beginning

The partnership was designed in 2011 to capitalize on the complementary strengths of each breeding program. LCS had only recently opened its program in the PNW, bringing new investments, a new breeder, and staff. The U of I had an established program, but it had been hampered by budgetary constraints and the departure of its lead breeder. LCS had access to high-yielding French and European germplasm, most of which was bread-quality and red-seeded. U of I’s strength was in its locally adapted soft white winter germplasm with superior end-use quality. LCS based its breeding program in southeast Washington, favoring selection for earlier maturing, high yielding varieties. The U of I

program, based in the Palouse region, favored selection for mid-late maturity and winterhardness. LCS had access to new technologies, including molecular markers and double haploids to speed breeding. U of I could contribute data from long-term trials, disease and insect screening, and end-use quality analyses. Additionally, LCS brought new marketing strategies and support for seed production and sales. The U of I had a solid reputation for its varieties, such as Brundage, but had little marketing effort or support for seed production. Both programs could benefit from collaborative field trials that would extend testing, marketing, and program impacts throughout the region.

### Initial Releases and Marketing

In the initial stages of the partnership, LCS identified three promising 2-gene Clearfield (CL+) lines in a preliminary U of I yield trial. These were fast-tracked through field trials, seed increase, and released as UI Magic CL+, UI Palouse CL+, and UI Castle CL+. UI Magic CL+ was proven to be the best of the three varieties with high yield potential, good disease resistance, and broader adaptation.

With support from LCS marketing and adoption by members of the Genetic Marketing Group (GMG), UI Magic CL+ quickly became the leading variety

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in the PNW. UI Magic CL+ was the #1 variety in Washington state from 2019 through 2022, grown on over 1.15 million acres. It also was the leading variety in Oregon from 2020 through 2022, grown on over 1.35 million acres. It was displaced in 2023 only by VI Voodoo CL+, dropping to #2 at just over 100,000 acres. Unfortunately, inadequate variety survey data makes it difficult to estimate acreage and impact of UI Magic CL+ in Idaho.

### The Varsity Idaho Brand

After the release of UI Magic CL+, LCS launched the ‘Varsity Idaho’ brand and ‘VI’ naming prefix to identify varieties co-developed through the partnership. Information on variety attributes, adaptation, and performance can be found at: [limagrainscerealseeds.com/varsity-idaho/](http://limagrainscerealseeds.com/varsity-idaho/). The varieties are all under Plant Variety Protection (PVP) and co-owned by U of I and LCS. Few varieties will have impact equal to UI Magic CL+, but VI Voodoo CL+ and VI Encore CL+ are proving to be worthy successors. Adoption of non-Clearfield varieties such as VI Bulldog, VI Shock, and VI Frost has been slower, but each has demonstrated outstanding performance in their respective areas of adaptation, including for irrigated production in southern Idaho.

### Royalty Sharing

The collaboration also presented an opportunity for U of I to share in royalties from seed sales. To date, the collaboration has returned over \$6 million in seed royalties to U of I. The College of Agriculture and Life Science (CAL S) has used the funds to support the wheat breeding program, cereals research, equipment purchases, greenhouse renovations, and seed production – investments that will provide long-term benefits to Idaho wheat growers.

### Next up – to Year 15

The U of I – LCS partnership would not have happened, nor accomplished what it has, without the foresight and continued support of the Idaho Wheat Commission. At signing of the initial agreement, it was said that a true measure of success will be if the breeding partnership is still active and successful at Year 15. As with any partnership, there have been challenges over time in managing priorities, resources, and working with Mother Nature. However, in Year 12, we can point to many achievements, including collaborative field trials, unique germplasm, and co-developed varieties that have impacted the entire region. This fall, two new VI varieties were released, three promising candidates were placed on seed increase – and Year 15 is not far off. ■

# Trade Missions: How They Work and Why They Matter to You

BY CORY KRESS, IDAHO WHEAT COMMISSIONER DISTRICT 5

Roughly half of the wheat grown in Idaho, as well as the national crop as a whole, is exported to countries around the world. One of the primary missions of the Idaho Wheat Commission (IWC) is to facilitate the promotion of wheat exports through the use of trade missions in conjunction with U.S. Wheat Associates. Without these exports, the oversupply of grain in the United States would keep prices at abysmal levels. You don’t need much of a history lesson to know how important an abundance of food is to peace and national security. However, when we are not at war, selling the excess ensures farmers like you and me stay in business from year to year.

So how do we sell the excess? A key component is something very familiar to us in agriculture -- personal



A technical team from mills throughout Colombia visit the Kress Farm in Rockland.





During a trade mission to the Kress Farm visitors look at wheat before harvest.

relationships and customer service. Let me put this in terms that we as farmers can all relate to. We all need to buy inputs for our farms, like fertilizers and chemicals. Often, we have several suppliers to choose from when making these purchases. How do we choose who to do business with? Often, the inputs are nearly identical, if not the exact same product. So quality is not a deciding factor. There might be slight variations in price, but usually it's fairly minor and inconsequential. So how do we make our buying decisions? Personal relationships and service. We choose the suppliers who are good to communicate with, who we enjoy interacting with, and who provide us with the best service after the sale.

This is no different than a miller in Southeast Asia, a baker in Mexico, or any other buyer or end-use producer in any one of the countless locations that Idaho's wheat makes its way to. These foreign customers have far more than just American wheat to choose from. We are continually competing against Canadian, Australian, Argentine, and Black Sea suppliers. With this very real global competition, how do we differentiate ourselves? Trade team visits to the United States, and for us especially, visits to Idaho, are a major part of that. These people love to meet the farmers that grow their wheat and see first-hand the family farms where it is produced. Alternately, they

love to host our farmers at their facilities in their home countries. Our foreign wheat customers are every bit as proud of the flour they mill or the wheat food products they produce as we are to grow the wheat and show them our farms. I cannot emphasize enough how, after a foreign customer has visited a wheat farm in America and then gets to host those same American farmers at their facilities abroad, you have just made a friend for life. There is a connection that cannot be put into words.

In just the last 12 months, the IWC has hosted trade teams on Idaho farms from Singapore, the Philippines, Indonesia, Japan, Ecuador, Columbia, and Mexico. Idaho has sent farmers to visit many of these places in return.

I have explained the importance of personal relationships and connections. So where does the service come in? That is largely through U.S. Wheat Associates. The Idaho Wheat Commission is a member of U.S. Wheat where we have two wheat commissioners serving on the Board of Directors and a third commissioner serving on the Executive Board -- we are well represented in Idaho. U.S. Wheat Associates is funded through a combination of grower dollars and government funds. A portion of your Idaho checkoff dollars is pooled with similar checkoffs from all the other wheat-growing states in America. U.S. Wheat then leverages your checkoff dollars with programs created in the Farm Bill called Foreign Market Development (FMD) and Market

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Cory Kress gives an appreciation award to Chi Mei Frozen Foods owner in Taiwan following a tour of the Happiness Factory bakery.

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Access Program (MAP) to really stretch the farmer investment. MAP and FMD funds are not just given to U.S. Wheat. U.S. Wheat is required to provide a detailed plan outlining how money will be used to facilitate exports that benefit not only the American farmer but the U.S. Economy and trade balance in general. (If you needed one more reason to be a member of the Idaho Grain Producers Association (IGPA) -- our Idaho grassroots grower organization that fights in D.C. to keep and expand these programs on your behalf -- there it is.)

In addition to offices in Arlington, VA, and Portland, OR, U.S. Wheat has 14 offices located in every major wheat importing region around the world. They have local staff who help wheat importers make the connections and complete the sales contracts -- jumping through all the regulatory hoops involved in buying a literal boatload of wheat (each boat is roughly 1-2 million bushels, for reference). Not only that, but U.S. Wheat Associates also has technical staff that trains and educates millers and bakers, assisting them in creating a better end use product for their markets. Of course, our U.S. Wheat staff does their best to point out that American wheat, due to our varieties, weather, and farming practices, will

create more profitability for them in their respective countries. U.S. Wheat staff are also the boots on the ground that know the players that participate in trade teams and goodwill visits on both sides of the ocean. I also can't explain enough the passion and dedication these overseas employees of U.S. Wheat have in promoting the grain we grow here at home. The same can be said for the staff in your Idaho offices of IWC and IGPA. I am always humbled by the commitment they show towards Idaho farmers.

Hopefully you learned something about trade teams and how your checkoff dollars work for you. I know it's hard to take time out of your busy schedules to participate when our foreign customers visit our region, as they often show up when the action is happening at harvest or seeding, but if you can sneak away for an hour and meet these people, I highly encourage it. It makes a far bigger difference than you perceive it does.

Feel free to reach out to me with any questions or comments.

Cory Kress  
District 5 Commissioner  
[ckress@dcdi.net](mailto:ckress@dcdi.net) 

## Utah Flour Milling to build in Richmond

BY ERIC SCHROEDER, WORLD GRAIN

Utah Flour Milling, LLC, which was formed earlier this year through a combination of Denver-based PHM Brands LLC and Japan-based NIPPON Corp., has unveiled the site of its new flour mill and custom mix facility: Richmond, Utah, US.

NIPPON Corp., which operates one of Japan's largest flour milling businesses, announced on May 15 that it would be entering the US milling market for the first time with a \$25 million investment in Utah Flour Milling, LLC. At that time, no announcement was made on where the mill would be located.

On July 25, the companies said the \$100 million mill and mix facility will be located adjacent to a Campbell Snacks baking plant in Richmond and primarily will be responsible for production of Goldfish and Pepperidge Farm products. Campbell Snacks is a division of Camden, New Jersey, US-based Campbell Soup Co.

“We are thrilled to have secured a long-term supply agreement with the Campbell Snacks bakery in



Richmond and look forward to supporting their Goldfish expansion project,” said Gina Steffens, chief executive officer of PHM Brands. “The onsite flour mill will ensure continuous flour availability for Goldfish and Pepperidge Farm cookie production while improving manufacturing performance and efficiency.

Ultimately, the project in Utah is the result of critical partnerships with Campbell, NIPPN Corp. and Bratney Companies, which are all very important to us.”

Peter Bisaccia, president of PHM Brands, added, “This is an exceptional opportunity for Panhandle Milling to expand our current operational reach in the flour milling industry and establish valuable supplier relationships with local farmers both within Utah and in neighboring states. With Bratney leading the equipment supply, engineering and construction of this strategic project, the facility will be the most modern, efficient and technologically advanced flour milling facility in the region.”

PHM Brands said the Richmond facility will contain more than 1 million bushels of grain storage, at a site that provides convenient access to main-artery truck and railway routes.

“With state-of-the-art milling, mix, pelleting and packaging capabilities, the facility will support retail, foodservice, and bulk rail and truck markets, in addition to private label production and co-manufacturing,” Bisaccia said. “Additionally, the new flour mill will process spring, hard and soft wheats, and will be organic, non-GMO, kosher, halal and GFSI-BRC certified.”


Utah Flour Milling will begin construction of the mill this summer, and it is expected to be completed in the fall of 2024, according to PHM Brands, which also noted the plant’s daily flour production capacity will be between 7,500 cwts and 15,000 cwts. The mill will feature leading-edge technology, including patented pathogen-reduction biotechnology from Energis Solutions, a subsidiary of PHM Brands.

“I am excited that NIPPN Corp. has tied an operational and management partnership with PHM Brands, LLC,” said Toshiya Maezuru, President, and CEO of NIPPN. “Through this partnership, NIPPN Corp. will be entering the US flour market for the first time in our long history and will focus on long-term contributions, continuing to strengthen our partnership with PHM Brands and Panhandle Milling and growing this business through our synergies.”


NIPPN’s investment in Utah Flour Milling will accelerate the speed of business growth in the United States by leveraging synergies among the Group’s existing companies — NIPPN California Inc., a California-based premix sales company, and Pasta Montana, LLC, a Montana-based pasta production and sales company, NIPPN said.

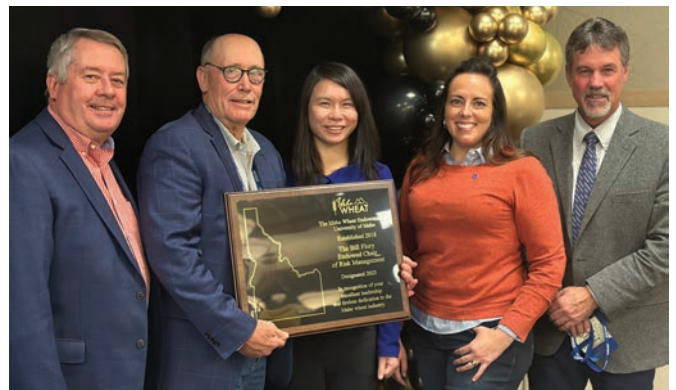
NIPPN is one of the “big four” flour millers in Japan, along with Nisshin, Showa Sangyo and Nitto Fuji, which combine for over 75% of the country’s flour milling market share. In recent years, NIPPN consistently has garnered between 23% and 24% of the flour milling market share in Japan and it continues to upgrade its seven flour mills.

Formerly known as Nippon Flour Mills Co. Ltd., the company changed its name to NIPPN in 2021.

PHM Brands currently has overall daily milling capacity of 7,500 cwts split between mills in Farmington, New Mexico, UC (2,500 cwts), and Dawn, Texas, US (5,000 cwts), according to Sosland Publishing Co.’s 2023 Grain & Milling Annual. The company’s milling capacity will double once the Utah mill comes online. 

## Bill Flory Receives Distinguished Service Award

The Idaho Wheat Commission (IWC) was honored to present the Distinguished Service Award to Bill Flory for his commitment and service to the Idaho wheat industry. This award was presented to Bill at the Tri-State Grain Growers Convention, held in Coeur d’Alene last month. Bill manages a fourth-generation diversified farm in north Idaho and served as a commissioner for Idaho Wheat for the last 13 years. In addition to receiving the IWC service award, the Idaho Wheat Endowment at University of Idaho was renamed to The Bill Flory Endowed Chair of Risk Management in recognition of his leadership and dedication to the wheat industry. 



Pictured L to R: IWC Chairman Wayne Hurst, Bill Flory, Dr. Xiaoli Etienne, Executive Director Britany Hurst Marchant, IWC Commissioner Clark Hamilton

# Idaho Barley Service Award Presented to Mike Wilkins

The Idaho Barley Commission presented the Idaho Barley Industry Service Award to Mike Wilkins of Rupert during the recent Tri-State Grain Convention in Coeur d’Alene. Wilkins is currently serving in his 6th and final year on the Idaho Barley Commission, representing IBC District 2.



He is a third-generation barley producer in Minidoka County, where he primarily grows barley and sugar beets with his son and is known as a long-time leader on Magic Valley water issues, previously serving on the Minidoka Irrigation District Board for 18 years, the Surface Water Coalition for 10 years, and the Committee of Nine for 18 years, including when the historic water agreement was crafted between surface and groundwater users on the Snake River Plain Aquifer. In addition, he is a graduate of Leadership Idaho Agriculture Class 40.

Wilkins, who served two years as IBC Vice Chairman and two years as IBC Chairman, has been dedicated in serving Idaho barley growers and advancing the mission of the Idaho Barley Commission through Research, Market Development, Information and Education programs. Besides regular commissioner duties and leadership, he has been a champion of research to support the barley industry and represents the Commission on the National Barley Improvement Committee where he has



Idaho Barley Commissioner Mike Wilkins has been a champion for research to benefit Idaho barley growers. He is pictured here with University of Idaho IBC Endowed Barley Agronomist, Dr. Jared Spackman.



(L to R) Idaho Barley Commission Chairman Josh Jones presents the Idaho Barley Service Award to Mike Wilkins during the Tri-State Grain Convention in Coeur d’Alene in November.

helped in Washington DC on efforts to increase federal funding for barley-related research efforts. He has also helped host trade teams, and with food barley programs including American Heart Association events, and with the Idaho Nutrition and Dietetics Association where he is now known as a “celebrity farmer”.

While serving on the Commission, Mike has not missed a meeting or a chance to represent the industry. He has been an excellent servant leader, and always looking out for the long-term best interests of Idaho barley growers. The Commission was honored to present the Idaho Barley Industry Service Award to Idaho Barley Commissioner Mike Wilkins.



Mike Wilkins has represented the Idaho Barley Commission and Idaho barley growers on the National Barley Improvement Committee where he has helped in Washington D.C. on efforts to increase federal funding for barley-related research. He is pictured here at the U.S. Capitol with IBC Executive Director Laura Wilder.

# 2023 Idaho Barley Crop Stats

## IDAHO BARLEY LEADS U.S. PRODUCTION

**32.7%**

Idaho's share  
of the 2023  
U.S. Barley  
Crop

**60,480,000 bushels**

harvested in 2023 on **540,000 acres**  
at **record average yields of 112  
bushels per acre**, compared  
to yields of 111 bushels per acre and  
59,940,000 bushels harvested in 2022.



The 2023 Idaho barley crop value is  
estimated at **\$467.5 million** with  
the average price per bushel at a record  
\$7.73 according to USDA NASS data.

### 2023 Idaho & U.S. Barley Crop

	2022	2023	% Change
Idaho Barley Acres Planted	560,000	570,000	+1.8%
Idaho Acres Harvested	540,000	540,000	—
Idaho Average Bushels/Acre	111	112	+1%
Idaho Total Bushels	59,940,000	60,480,000	+1%
U.S. Acres Harvested	2,433,000	2,555,000	+4.5%
U.S. Total Bushels	174,333,000	185,036,000	+6%
Idaho % of U.S. Total	34.4%	32.7%	-0.5%
Idaho Rank in Total U.S. Barley Production	1	1	No Change

5-Year Average Total Idaho Production: 54,555.667 Bu  
5-Year Average Idaho Yield/Acre: 105.2 Bu/Acre





# Josh Jones Elected Idaho Barley Commission Chair

Josh Jones of Troy was elected Idaho Barley Commission Chairman at the board's fall meeting November 14 in Coeur d'Alene. Jones, who represents IBC District 1, is in his second year serving on the Commission. He also represents the Commission as a delegate to U.S. Grains Council where he is a Western Hemisphere A-Team member.



Josh Jones, New IBC Chairman

Jones operates a mid-size diversified dryland farm in the Palouse region where he is focused on sustainability, soil health and maximizing crop production through holistic management practices.

"I am excited to lead IBC as we reevaluate how to deliver maximum value," said Jones. "I ask that growers reach out to us to let us know what we are doing right and what we can improve and identify areas where the commission can play a role. The primary objective of the commission is to return value to Idaho's barley growers through market development and research. I look forward to hearing from as many stakeholders as possible. Please get in touch!"

Jones can be reached at [joshjonesfarmsllc@gmail.com](mailto:joshjonesfarmsllc@gmail.com) or 208-874-3023.

Allen Yong of Blackfoot, representing IBC District 3, will serve as Vice Chairman of the Commission for the coming year. ■

# Connecting Mexican Craft Brewers With Producers, Maltsters In U.S.

The U.S. Grains Council (USGC), along with the Idaho Barley Commission, Washington Grain Commission, Montana Wheat and Barley Committee and North Dakota Barley Council, early this fall hosted a team of Mexican craft brewers in the U.S. who learned about U.S. barley and malt production and procurement and gained confidence in U.S. barley and malt as consistent and quality ingredients.

"As craft brewing has grown, it has become more consolidated, and these breweries have increased their demand and now are able to buy by container. The purpose of this program was to connect these breweries with malt producers so they can buy directly from U.S. maltsters and bypass distributors who bring malt from other origins around the world," said Javier Chavez, USGC marketing specialist in Mexico.

More Mexican craft breweries have consolidated recently, and brewers have the potential of importing whole containers of malted barley for their larger operations. The Council hopes that through welcoming teams to the U.S., they will gain a better understanding of the consistency and ease of purchasing logistics when working with U.S. malt producers.

The team had the opportunity to tour malt facilities, learn about U.S. barley varieties, see barley harvest and



A group of craft brewers from Mexico recently visited the U.S. to make connections with the U.S. barley industry and learn more about barley and malt production and procurement.

learn about the barley industry in Idaho, Washington, Montana, and North Dakota.

"I'm optimistic that all craft brewers who are members of Mexico's Brewers Chamber will see the value of forming a buying group, thus increasing their demand and purchasing power, Chavez said. ■

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LCS Jet

**Hard Red Spring**  
WB 9668  
SY Gunsight

**Hard White Spring**  
SY Teton  
WB 7589  
WB 7696  
WB 7313  
UI Platinum  
UI Gold

**Soft White Winter**  
SY Assure  
SY Ovation  
WB 1529

**Soft White Spring**  
UI Stone  
UI Pettit  
UI Cookie  
WB 6430

Variety selection should be discussed with local extension experts for adaptability to individual growing conditions.

For more information on direct wheat deliveries or preferred varieties:

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<https://www.graincraft.com/preferred-varieties-idaho>

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