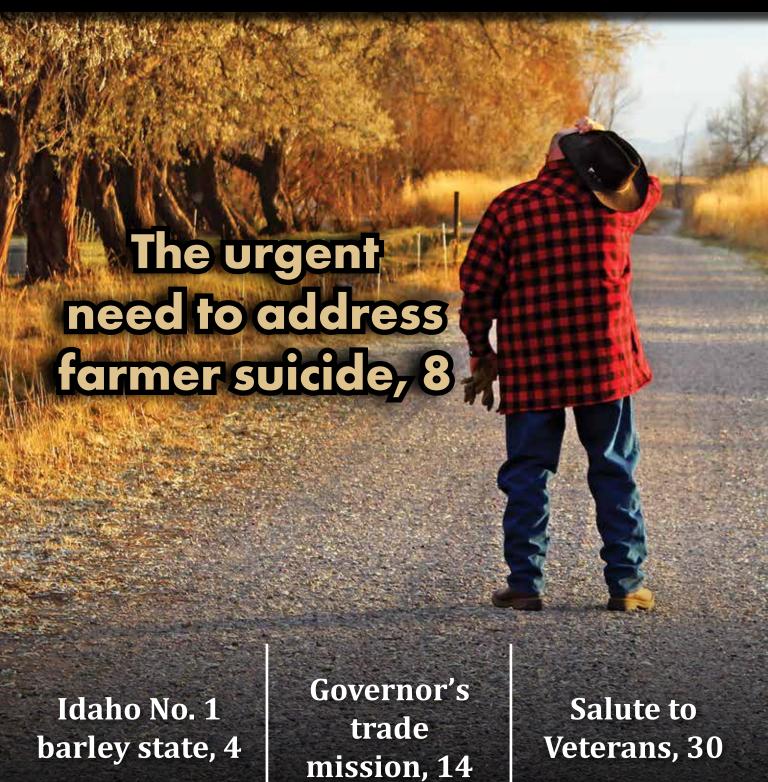
GEM TO CET I Idaho Farm Bureau. STATE

December 2019 • Volume 23 Issue 8



The Zipline

Farmers and ranchers set sights on future in Austin



s Farm Bureau enters a new century, we are excited for the next 100 years of agriculture. We must have an eye to the future, to what we can do better and how we can ensure our farms and ranches are sustainable.

But looking to the future of our farms and ranches begins with each of us engaging with the topics and trends impacting agriculture. The American Farm Bureau Federation Annual Convention provides a place for all of us as a Farm Bureau family to do just that.

From the workshops to the trade show exhibits, from the guest speakers to the Farm Bureau delegates whose votes will guide our work, every aspect is designed to bring the future of American agriculture into clear focus.

We are whipping out our binoculars to a get 2020 Vision for Sustaining Agriculture's Future at the 101st Annual Convention and Trade Show in January. I hope every minute of our time in Austin will be enriching and educational.

Your AFBF team in Washington plans every See **DUVALL**, page 6

The President's Desk

By Bryan Searle

President Idaho Farm Bureau Federation

If you see something, say something



erans for the sacrifices they have made to ensure this remains a free and prosperous nation.

More than 600 people attended the 9th Annual Farm Bureau Salute to Idaho Veterans event Nov. 8 and my heart swelled with pride at seeing those military members who have served our nation so well.

Because of them and their sacrifices, Americans enjoy blessings that no other people in no other nation have ever seen, in the history of the world.

I have met many of our highest elected and appointed officials in this state and nation and have the highest respect for them. But I have an even higher respect for the men and women who have served this nation.

Think for a moment about those blessings they have provided us, which many of us may take for granted. If we don't like our job, we can quit and find another one. If we don't like our neighbors or the city we live in, we can move.

See **SEARLE**, page 7

Inside Farm Bureau

By Rick Keller

CEO Idaho Farm Bureau Federation

Women in ag – now is the time



from the classroom to the farm to the boardroom, women in agriculture are helping to pave the way for a better future."

That's a significant first sentence from the USDA's Women in Agriculture home page.

As the introduction expands, it further states: "Women have been a critical part of farm and ranch operations across the country—and around the globe—for centuries."

Then the home page issues an invitation to all women in agriculture: "But now, as women in

agriculture, we have a unique opportunity to be the change we want to see in our industry. We must build on the incredible legacy of stewardship, innovation, and productivity and help one another succeed now and moving into the future.

"Whether it is a farm business that feeds the world, land that you leave better than you found it, or a relationship that empowers and supports your community, industry, and neighbors—there are many ways to build and grow your

See KELLER, page 6



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Photo illustration by Joel Benson

See page 8 for story on farmer suicides.



Photo by Sean Ellis The total value of Idaho's agricultural production increased 3 percent in 2018.

Total Idaho ag production value up 3 percent in 2018

By Sean Ellis

Idaho Farm Bureau Federation

POCATELLO — After declining in 2015 and 2016, the total value of agricultural production in Idaho has now increased for two straight years.

According to USDA's National Agricultural Statistics Service, the value of Idaho's agricultural production totaled \$7.69 billion in 2018, a 3 percent increase over 2017.

The total value of ag production in Idaho in 2017 was \$7.49 billion, which was 1 percent more than the 2016 total.

Total ag production value in Idaho had decreased in both 2015 and 2016. Last year's increase in total ag value was due to a 7 percent increase in the value of Idaho's crop production (from \$3.01 billion to \$3.26 billion), which was enough to offset a 1 percent decrease in the total value of livestock production (from \$4.44 billion in 2017 to \$4.43 billion).

University of Idaho Agricultural Economist Garth Taylor expects the total value of Idaho ag production will increase again, modestly, in 2019.

Milk is by far the state's top farm commodity in terms of value of production and milk prices have increased significantly this year compared with 2018.

See VALUE, page 11

Idaho remains No. 1 barley state in the nation

By Sean Ellis

Idaho Farm Bureau Federation

BOISE — Idaho will retain its spot as the nation's top barley-producing state this year and Idaho barley farmers produced almost a third of the United States' total barley supply.

"We're solidly in the No. 1 spot," Idaho Barley Commission Executive Director Laura Wilder told IBC commissioners Oct. 30 during the group's regular meeting.

According to USDA's National Agricultural Statistics Service, Idaho barley farmers harvested 520,000 acres of barley in 2019, which was a 2 percent decrease compared with 2018. However, yields averaged 105 bushels per acre, up 4 percent over 2018.

Idaho farmers produced a total of 54.6 million bushels of barley this year, up 2 percent compare with 2018. That production represents 31.9 percent of the total U.S. crop of 153 million bushels.

Based on that estimate, Idaho barley farmers will bring in an estimated \$274 million in cash receipts from this year's crop, according to Wilder. That would be a 3 percent increase in revenue over 2018.

Barley ranks No. 7 in Idaho in terms of total farm cash receipts. Most of the state's barley crop is grown for the beer industry.

The quality of Idaho's 2019 barley crop was average to above average in most areas, said Jason Boose, who is the regional manager for MillerCoors and is based in Burley. He is also the industry representative on the barley commission.

There are some problems with barley quality in some areas of the United States but "Idaho in general is in really good shape," Boose said. "The state has some of the best crop in the nation."

IBC Commissioner Scott Brown, a Soda Springs farmer, said there was a little bit of sprout damage in Idaho this year caused by rain and snow that affected some of the late-harvested crop but overall, "Quality is good."

Idaho overtook North Dakota as the nation's top barley producing state in 2011 and after falling to No. 2 in 2012, regained the No. 1 spot in 2013 and has since solidified that top ranking.

Idaho's reputation for producing a consistent, high-quality barley crop is one of the reasons the state has gained a tight grip on the No. 1 spot, said Brown.

Most of Idaho's barley crop is irrigated, which insulates the state from the impacts of drought, and weather, altitude and agronomic conditions here are ideal for producing a consistent, reliable crop of barley, Wilder said.

Brown said the state's No. 1 barley ranking is a lot more beneficial than just having bragging rights. More important, he said, it continues to place Idaho at the forefront of the industry when it comes to sourcing barley.

"I think more people look at Idaho for their supply of barley because we are the No. 1 producer as far as bushels go and we have a consistently high-quality crop," Brown said. "That's partly because of our irrigated ground. We don't have to worry about drought like some other areas do. We also have less disease pressure here."

According to USDA, Montana will rank No. 2 in barley production this year with an estimated 44.4 million bushels, which represents 25.9 percent of the nation's total supply. North Dakota will rank third with 32.4 million bushels, 18.9 percent of the U.S. supply.

Idaho, Montana and North Dakota account for about 77 percent of the nation's total barley production this year.

Montana's 765,000 harvested acres were significantly more than Idaho's 520,000 harvested acres this year, but Idaho's average yield, at 105 bushels per acres, was far more than Montana's average yield of 58 bushels an acre.

Idaho's higher average yield is due to the fact that a lot more barley acres in this state are irrigated than in Montana.

North Dakota averaged 72 bushels an acre on 450,000 harvested acres.

Total U.S. barley production is estimated to have increased 11.6 percent this year but Boose said demand for barley is strong.

"There is a lot of demand now for barley," he said. "That's good for the industry as a whole."

USDA will release a revised small grains report on Nov. 8 but Wilder said Idaho's total acres and production shouldn't change. Production in Montana and North Dakota, which faced significant weather-related issues, could decrease somewhat, she added. ■

Photo by John O'Connell

Idaho remained the nation's No. 1 barley-producing state in 2019.



DUVALL-

Continued from page 2

convention session and workshop carefully to help us make the most of our time together—and we like to pack our days full at Farm Bureau.

Many of you have told me how you wish you could be in two places at once over the convention weekend. I'd say that too many choices is a good problem to have!

We don't want you to miss the sessions and conversations that will help take your business into the future, though. This year we've even added an extra day of programming on Saturday—with 18 extra workshops—and extended our trade show hours with an early open on Saturday so that you can take advantage of as many educational and networking opportunities as possible.

While we always have an eye to how we can make changes for the better, we also value our traditions here at Farm Bureau. One practice I believe truly shows who we are as a Farm Bureau family is our tradition of giving back.

As farmers and ranchers, we know the value and importance of community, and at Farm Bureau that community can be as near as your neighbor down the road or as far as a fellow farmer on the other side of the country.

We love our communities and want to make them better and stronger.

That's why at Annual Convention we look for ways to give back to the community we're visiting. The American Farm Bureau Foundation for Agriculture models this practice by donating 100 copies of the book of the year to a local school or library.

Through Farm Bureau Gives Back, hosted on the Trade Show floor, every attendee has the chance to lend a hand in providing food to those in need. I can't think of a better way to connect with old friends and new than by serving together.

The AFBF Annual Convention is, after all, at its heart a big family reunion. For Bonnie and me, our fondest memories at convention are the times we spend with our children and grandchildren and our, even bigger, Farm Bureau family.

It's the conversations in the hallway and on the trade show floor, the times laughing together and learning together, that remind me that we are not in our work alone.

We don't just get outside our fencerows to tell our stories to lawmakers and consumers: We step outside our fencerows to help our neighbors and communities.

U.S. agriculture has a bright future because of hardworking men and women like each of you who love what you do, who love your families, and who love the communities and country we all serve together.

I hope to see you all in Austin! ■

KELLER -

Continued from page 2

contribution to agriculture. The time is now for each of us to step up to the plate and take on these challenges."

This year, the American Farm Bureau Women's Leadership Committee launched the second Women in Ag online survey to better format programming and leadership opportunities to help women in agriculture achieve their goals and aspirations.

Three thousand women responded from 49 states and District of Columbia and Puerto Rico. Thirty-four percent listed their principal occupation as farming and/or ranching and 27 percent agriculture-related business.

The average age of the respondent profile was 43 years old and 92 percent had a bachelor's degree or higher. More than half started a business that is still operating. Seventy-five percent of the respondents are leaders on the local level, with 45 percent serving on a board or as an officer.

These are positive and encouraging results.

The survey did raise some levels of concern, such as a sizeable 64 percent of those surveyed believe women are not sufficiently represented in the agriculture industry, and 38

percent believe they do not have an opportunity to lead in the agricultural organization of which they are members.

Ninety-one percent agree, however, that there should be more women in leadership roles in the agriculture industry.

Ninety-five percent of the women surveyed advocate for the agriculture industry frequently, showing that they are a highly mobilized group of individuals. They also believe they have the skills and knowledge to effectively advocate, yet few of them are given the platform provided by leadership positions to amplify their voices.

Farm Bureau recognizes the powerful women who have shaped our industry and organization. It will continue joining the conversation by asking these questions: What do you think is holding women back from taking leadership positions? How can we reduce these barriers to allow women a seat at the table?

What tools, resources or training do we as a county Farm Bureau or state Farm Bureau offer women to gain leadership skills? What leadership positions or opportunities exist in our county or state Farm Bureau? What next steps can we take to engage more women in leadership positions?

Continued from page 2

We can literally choose from several to dozens of items in every category at the grocery store. Heck, we can even choose from grocery stores.

We can criticize our leaders without being imprisoned or worse. We enjoy freedoms and blessings in America that people in many nations throughout history could only dream of.

I point this out so I can address a subject that is delicate but at the same time, needs to be addressed. Farmers in the greatest nation on Earth are taking their own lives at a rate nearly double the rate of the general population.

The issue of farmer suicides was a topic of discussion at Idaho Farm Bureau Federation's annual convention, which took place Dec. 3-5 in Coeur d'Alene.

This problem needs to be addressed and talked about. Farmers as a whole are a stubborn, modest and independent folk who don't easily talk to others about their fears and problems. But maybe that needs to change.

Farmers and ranchers face many challenges they may have absolutely no control over, like the weather, pests, plant and animal diseases, the markets and government regulations. Sometimes, the stress can become almost overwhelming, especially in times of low commodity prices, when losing the farm is a real danger.

Sadly, the stress in some cases does become unbearable and a farmer takes their own life.

Talking about mental health and the possibility of suicide is almost a stigma in farm country but that needs to change. It's OK to admit you're overwhelmed and hurting inside to the point of needing help.

As farmers and ranchers, we compete with each other for land and markets. But when another producer is up against it and facing a catastrophe, the agricultural community will rally around that person and help when possible.

My message to you, farmer to farmer, is that it's OK to reach out for help to family members, a friend or someone else if you're hurting badly inside and can't take it anymore.

To family and friends of someone who is showing signs of major mental and emotional stress, the message is this: If you see something, say something.

If you notice a friend or family member is drawing away from others and their normal activities, say something. Go to that person privately and ask them if they are OK.

If the situation appears dire, directly ask them if they are thinking of taking their own life. It might be an uncomfortable conversation but not saying something and having that person end their own life is much more uncomfortable.

A few years back we tragically lost a business partner. He is missed and will always be missed. Even though all was being done that was possible at the time, it has affected and changed many lives. I know it is much easier to address the situation when we observe a change than when it is too late.

If someone reading this feels they are at the end of their op-

tions, consider this: The service and sacrifices of our military men and women have provided Americans with numerous blessings and also options.

If you are facing losing the farm, it's not the end of the world. Even if I lose my potato farm, I can still do something else.

It's not a farmer's fault if they lose the farm. There are a lot of factors outside of a farmer's control that can determine that, Mother Nature among them.

If nature provides a perfect season weather-wise, that can lead to a bumper crop or record yields, which in turn depresses prices. That's hardly a farmer's fault.

The message I'm trying to convey in this column is that there is always light at the end of the tunnel, even if a person who is hurting badly can't see it at the moment.

If you notice someone showing signs that they may be contemplating suicide – withdrawing from family and friends, not being interested in their previous activities or hobbies, giving away prized possessions, showing more aggressive behavior – let them know that you care about them and ask them directly if they are thinking about harming themselves.

If they are, don't leave them and get them help. Tell them you love them and want them to live.

The worst thing you can do is say nothing.



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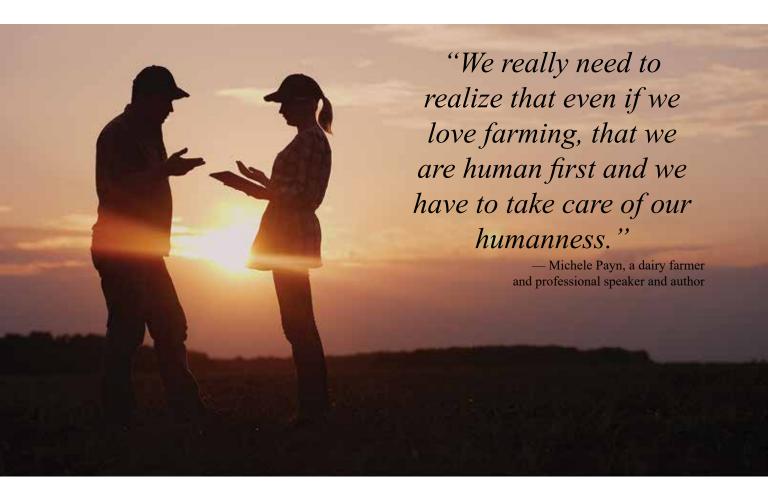


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Say etling Starting the conversation about suicide

By Sean Ellis

Idaho Farm Bureau Federation

POCATELLO — American farmers take their own lives at a rate almost twice that of the general population.

Despite that fact, there seems to almost be a stigma in farm country when it comes to talking about suicide and mental health, said Darla McSherry, who was raised on a farm in Montana and whose father, a wheat farmer, took his own life three years ago. "This issue isn't getting the attention it needs," said McSherry, who spoke about the issue Dec. 4 at Idaho Farm Bureau Federation's annual convention.

McSherry is one of a growing number of people involved with agriculture who are encouraging farmers and ranchers to begin addressing the issue of depression, mental health and suicide.

A 2016 Centers for Disease Control study claimed that farmers took their own lives at a rate five times greater than the

general population. CDC retracted that study later in the year because some data was incorrectly tabulated.

However, the agency's recalculated data showed farmers take their own lives at a rate double that of the U.S. population.

"When they re-crunched the data, the results are still horrible and we still need to do something about it," McSherry said.

"When you consider the challenge we have, that farmers are taking their life at nearly twice the rate of the general population, clearly there's an issue," said Michele Payn, a dairy farmer and professional speaker and author.

She recently spoke about the importance of agricultural advocacy at an Idaho Grain Producers Association meeting.

Payn, who was raised on a dairy farm in Michigan and still owns registered Holstein cows, had a friend commit suicide when she was in her 20s "and her picture remains in my office today as an inspiration."

She recently started offering resources and programs through her website – cause-matters.com – that encourage farmers and ranchers to begin to have conversations about mental health issues.

Payn said the agricultural industry isn't known for taking the time to talk about depression, anxiety, suicide and mental health issues but it needs to do that.

"Part of that is taking away the stigma of having the conversation," she said. "I'm trying to ... help people understand that we need to spend as much time caring for ourselves as we do for our land and animals. Whether male or female in agriculture, we don't do a great job taking care of ourselves."

"I very strongly believe that because people who farm define themselves as a farmer first and a human second, it's a bit problematic," Payn said. "We really need to realize that even if we love farming, that we are human first and we have to take care of our humanness."

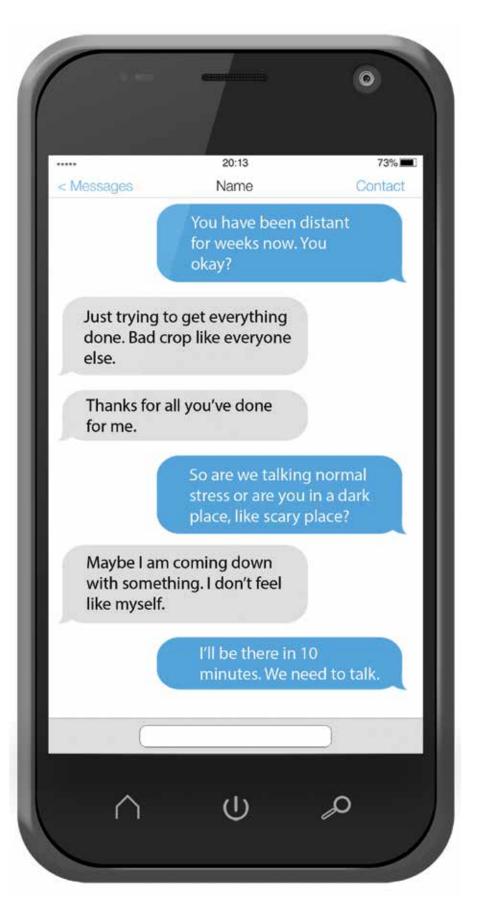
Clinton Pline's father, Dale, was a well-known member of Idaho's dairy and cattle industry when he took his own life almost 16 years ago.

Dale ran the family dairy operation while Clinton ran the row crop part of the farm. About a week before his father was due to sell his cow herd, he took his own life.

"I really struggled to get past how much it affected me," said Clinton Pline, who is still very active in Idaho agriculture and serves on Nampa-Meridian Irrigation District's board of directors. "It does hit home pretty hard."

Pline said his father had been acting strangely before he took his life. "You could tell something was wrong but you didn't know what it was."

Eventually, Clinton, his mother and two sisters came to the conclusion "that there



"Mental health does not mean that you are crazy. It means that you have mental health just like you have physical health, spiritual health and soil and animal health."

- Michele Payn, a dairy farmer and professional speaker and author

wasn't anything we could have done to stop him," Pline said. "That was his decision and his decision only."

His advice to others: "If, God forbid, it does happen, don't blame yourself because that's a sentence that you can't get out of."

Pline said that while his family doesn't know that there was much more that they could have done – "We're pretty sure he had his mind made up for quite some time" – he does encourage anyone who suspects a family member may be enduring a major inner struggle to just be there for them and let them know they care.

While there are certain signs to look out for, Pline said, "We live in an industry of rugged independence. It's true that it's hard for people to hide their emotions but people in this business tend to bury them pretty deep and it's hard to pick up on those signs."

"If you (do) suspect someone is suicidal or depressed, do what you can to be there for them," he added. "Just tell them you are concerned about them. You really shouldn't ignore it. Try to communicate with them."

McSherry said her family was completely blown out of the water by her father's suicide and "my brother [who now runs the family farm] and I decided to do whatever we can to help prevent another farm family from going through the same thing."

She said about 80 percent of the time, people who commit suicide will give off signs or clues beforehand.

Those signs include withdrawing from friends and family, not participating in regular activities, such as hunting, giving away prized possessions, an increase in drinking, more aggressive behavior and not sleeping well.

"If you see something, say something," Payn said. "If you see a fellow farmer or

GET HELP

National Suicide Prevention Hotline:

1-800-273-8255 (TALK)

Idaho Suicide Prevention Hotline:

(208) 398-4357 (HELP)

someone in your family that has become much more withdrawn, that's not sleeping well, has drawn blinds and does not participate socially, say something and try to draw them out. And if you can't, then get them some help."

A plethora of mental health resources can be found on Payn's website – cause-matters.com. Click on the "Resources" tab at the top of the page and then on "Farm & Agriculture" and then "Mental Health Help."

McSherry also has a website that addresses the issue: www.askinearnest.org.

McSherry said it's hard to point to one major factor that leads to farmers taking their own lives, but financial stress is certainly one of them, as are concerns about the weather, regulations and markets.

The psychological toll of many farmers never leaving the work site – their own farm – is another factor, she said.

If you do suspect a family member or friend is thinking about taking their own life, don't be afraid to talk to them about it, McSherry said.

"We have to be willing to ask them hard questions," she said. "You have to be direct and that can be uncomfortable. You need to say, 'Darla, are you thinking about killing yourself?' The worst thing you can do is say nothing."

If the answer is "yes," she added, "Stay with them, let them know you care and get them to help. Be very direct with them.
Tell them, 'I care. I want you to live."

For those who are contemplating suicide, McSherry and Payn both want people to know that it's OK to ask for help.

"Mental health does not mean that you are crazy," Payn said. "It means that you have mental health just like you have physical health, spiritual health and soil and animal health. We need to get people to realize it's natural to have anxiety, it's natural for people to have depression. And sometimes you can't take care of it by yourself."

"We are at our strongest when we ask for help," McSherry said.

The value of a relationship between a competent medical professional and patient cannot be overstated and should not be overlooked, said Dr. Chad Horrocks of Teton Valley Health.

"Primary care providers, particularly in rural areas, care for patients from birth through the senior years and address all mental and physical healthcare needs," he said. "Family practitioners in rural areas excel in providing treatment to their patients."

VALUE

Continued from page 3

"So much of the total is dependent on milk and we have had stronger milk prices this year," Taylor said. "When you look at what milk has done this year, total ag production value should be up."

The value of Idaho milk production totaled \$2.38 billion in 2018, which was a 6 percent decrease from 2017. But milk represents about a third of the state's total agricultural value and prices are up in 2019.

Idaho Dairymen's Association Executive Director Rick Naerebout said Idaho milk prices and production are both up this year.

"We've seen a nice response in prices the last couple of months to the point where we're back above break-even," he said. "Dairy operations are not exactly raking in the dough but ... it's much better than it was this time last year."

U of I Agricultural Economist Ben Eborn also anticipates total Idaho ag production value will be up this year.

"I think we'll be a little bit higher this year, mostly because of milk," he said.

Eborn anticipates dairy production value will be up in 2019, along with hay and maybe grain. The total value of cattle and calf production will likely be down this year, he added.

How potato production value in Idaho will fare this year is unclear at this point, he said, due to the as-yet unknown impact that an early October cold snap had on the state's spud crop.

The top eight Idaho commodities in terms of production value remained unchanged in 2018.

Following milk, the value of cattle and calves in Idaho totaled \$1.4 billion in 2018, up 2 percent from 2017. Potato production value was \$1.03 billion, a 5 percent increase, hay value totaled \$773 million, an 8 percent increase, and wheat value, at \$539 million, was up 26 percent.

Sugar beets came in at No. 6 with \$288 million in production value last year, a 10 percent increase, barley



Photo by Sean Ellis

The total value of Idaho's agricultural production increased 3 percent in 2018.

production value totaled \$269 million, a 17 percent increase, and corn for grain production value rose 30 percent to \$128 million.

Hops jumped two spots to No. 9 with \$86 million in production value, a 22 percent increase compared with 2017.

Dry beans dropped from No. 9 to No. 10 with \$73 million in production value, an 8 percent decrease.

Major Idaho farm commodities outside of the top 10 that declined in value of production last year include onions, which decreased 34 percent to \$49 million, food trout, down 20 percent to \$40 million, and honey, down 22 percent to \$6 million.

The production value rankings differ somewhat from rankings that are based on total farm cash receipts, which is what the farmer or rancher receives for their commodity when it's sold.

Value of production includes commodities, such as hay, that are used on the farm and not sold. That's why wheat is ahead of hay in the farm cash receipts rankings but trails that commodity in the value of production rankings.

Eborn said one of the things that stood

out in the 2018 production value data was the rapid rise of corn for grain production value in Idaho.

Total production value of grain corn in Idaho increased 54 percent in two years, from \$83 million in 2016 to \$128 million in 2018.

"Corn acres in Idaho just keep going up and up," Eborn said.

Idaho hop production value has also increased rapidly, from \$31 million in 2015 to \$86 million in 2018, a 177 percent increase.

The NASS report also shows that Idaho ranked No. 1 in the United State in five farm commodities last year (potatoes, barley, peppermint oil, trout and alfalfa hay), and No. 2 in three commodities (sugar beets, hops and wrinkled seed peas).

The state ranked No. 3 in Austrian winter peas, milk and cheese, No. 4 in dry onions, lentils, spring wheat and total milk cows, and No. 5 in canola and all wheat.

Idaho ranked No. 6 in three commodities (corn silage, winter wheat and dry edible peas) No. 7 in dry edible beans and sheep and lambs, No. 8 in wool, No. 9 in all hay and No. 10 in all haylage. ■

Idaho wheat production down but quality excellent

By Sean Ellis

Idaho Farm Bureau Federation

POCATELLO — Idaho has a reputation for producing a high-quality wheat crop on a consistent basis and this year was no exception.

USDA forecasts that Idaho's total wheat production in 2019 will be down 5 percent compared with 2018, but wheat farmers and industry leaders report the quality of this year's crop was excellent.

"This year's harvest was terrific again," said Idaho Wheat Commission Executive Director Blaine Jacobson. "We did not have any major quality problems throughout the state."

"Potlatch" Joe Anderson, a North Idaho farmer, said there were some minor quality incidents in his area, "But all in all, we had pretty good quality."

"For the most part, we had great quality numbers," said "Genesee" Joe Anderson, who also farms in North Idaho.

According to USDA's National Agricultural Statistics Service, Idaho farmers produced a total of 99 million bushels of wheat during 2019, a 5 percent decrease compared with the 104 million bushels produced in 2018.

NASS ranked Idaho as the No. 5 wheat producing state in the nation last year.

Idaho's harvested wheat acres in 2018 and 2019 were virtually the same at 1.13 million, but yields averaged 87.8 bushels per acres this year, down from last year's record average yield of 91.9 bushels per acre.

"We ended up with average yields but quality for the most part was pretty good," said Southwestern Idaho wheat farmer Richard Durrant.

Southeast Idaho grower Cory Kress said he was concerned that a rough fall in 2018 and late-melting snow cover this spring would negatively impact wheat grown in



Photo by Sean Ellis

Idaho's total wheat production decreased 5 percent this year but growers and industry leaders say the quality of the state's 2019 crop was excellent.

the dryland regions of East Idaho.

"But I was impressed with how the crop turned out," he said. "There were a few issues but there wasn't widespread damage."

Kress and other wheat growers said lackluster prices were the only major negative associated with this year's crop.

According to NASS, the average all-wheat price in Idaho in September was \$4.84 per bushel, below the \$5.12 price in September 2018.

"Prices were frustrating," Kress said.
"I expected them to be a whole lot better than they were. Quite frankly, there is a trade shadow that looms over us that the markets can't quite seem to shake."

While Idaho's total wheat production decreased 5 percent this year, last year's production total was one of the state's highest ever and this year's production total was above the state's five-year average of 96.2 million bushels.

Harvested wheat acres in Idaho have remained remarkably steady at 1.1 million acres each of the past six years and last year's large production total was due to the record yields that Idaho wheat farmers realized.

Jacobson said Idaho's main wheat

customers turn to the state for their grain because Idaho produces a quality crop on an annual basis. That is due in large part, he said, to the fact that two-thirds of Idaho's crop is irrigated in the southern part of the state.

The portion of the crop grown in North Idaho is produced in an area that enjoys a regular, favorable rainfall pattern.

The dryland farms in East Idaho produce about 5 percent of the state's wheat crop and even they "produce a pretty good crop most of the time," Kress said.

"Idaho has the most consistent crop of any state in the country," Jacobson said.

"Our customers love the quality we can produce on a consistent basis," Durrant said.

"Genesee" Joe Anderson said Idaho's wheat customers, particularly Asian buyers, have pretty specific contract specifications on quality.

"We sell wheat into quality-driven markets and we can do that because of our reputation for producing a quality crop year in and year out," he said.

Almost two-thirds of Idaho's crop is soft white wheat, which is used for cookies, crackers and other products with a soft bite.



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Opening doors

Ag representatives call Taiwan-Hong Kong trade mission a success

By Sean Ellis

Idaho Farm Bureau Federation

BOISE — Idahoans who participated in a governor's trade mission to Taiwan and Hong Kong called it a success and said it could open doors to more trade opportunities for Idaho farmers, ranchers and other businesses.

"I felt we had a very successful trip to Taiwan. That is a market we do so well in," Idaho State Department of Agriculture Director Celia Gould told Idaho Wheat Commission members Oct. 31 during the IWC's regular meeting. "I felt good about the Hong Kong trip also. I think there are definitely some possibilities there."

Gould, a rancher, attended the nineday trade mission along with other representatives of Idaho farm organizations and agribusinesses.

"Our meetings with overseas businesspeople and government officials helped strengthen Idaho's decades-old partnership and friendship with Taiwan and opened doors for new trade and investment opportunities," Gov. Brad Little, a rancher who led the mission, stated in a news release.

The visit to Taiwan and Hong Kong,



Idaho Gov. Brad Little samples an Idaho beef product at a supermarket in Hong Kong during a recent trade mission. The trip included a visit to Taiwan and participants of the trade mission said it could result in more trade opportunities for Idaho producers and businesses.



Submitted photo

Idaho Gov. Brad Little, second from right, and Idaho State Department of Agriculture Director Celia Gould look at beef products in a Costco store in Taiwan during a recent trade mission. The trip included a visit to Hong Kong and participants of the trade mission said it could result in more trade opportunities for Idaho producers and businesses.

which began Oct. 18, was Little's first official trade mission as governor. His recent visit to Europe was a trade trip.

His visit to Taiwan came a month after representatives of a Taiwanese trade delegation visited Idaho to sign a letter of intent to purchase 66 million bushels of U.S. wheat over the next two years. Much of that wheat will come from Idaho farmers and the deal is valued at about \$576 million.

During the trade mission, representatives of Idaho's wheat industry were able to further solidify the relationship between Taiwanese flour millers and Idaho farmers that dates back four decades.

"Idaho and Taiwan have a pretty special relationship and you can see it and

you can feel it when we're there," Idaho wheat farmer Clark Hamilton, who participated in the trade mission, said during the wheat commission meeting.

Garrett Egland, who represented the wheat commission on the trade trip, said in the news release from the governor's office that "the Taiwanese flour millers that we met with are great folks and loyal, long-term customers of high-quality Idaho wheat. It was a genuine pleasure getting to know them better and continuing to strengthen our relationships into the future."

Taiwan is Idaho's second largest export destination and companies there purchased more than \$675 million worth of Idaho products last year, according to a news release from the governor's office.

Hong Kong is Idaho's ninth largest export market.

Beef and wheat are among the top Idaho agricultural exports to Taiwan and representatives from both industries, as well as the onion industry, joined the trade mission.

Other Idaho ag products exported to Taiwan include peas and chickpeas, cheese, frozen potato products and some fresh potatoes, fruit, wine and hop cones.

Trade delegation participants lauded the governor, a farmer and rancher, for his efforts in opening up doors in both nations.

"Governor Little was a tireless promoter of Idaho beef products in two amazingly strong markets for Agri Beef," Jay Theiler, who represented Agri Beef Co. on the trip, said in the news release. "He may be the best salesman that we ever had, and we greatly appreciate his efforts on this mission."

Jeremiah Clark, who represented American Mills on the trade trip, said it was a great marketing experience for that small business. He said the governor and his staff were helpful in setting up meaningful meetings with key personnel from potential customers.

American Mills operates a quinoa cleaning and packaging facility in Ammon.

"We are preparing a bid right now for one of our most promising contacts of the trip," Clark said in the news release. "Governor Little was very adept in obtaining the respect and attention of companies we would like to do business with."

In Taiwan, according to the news release, Little and the Idaho delegation met with officials from Mayfull Foods, a large customer of Idaho agricultural products.

In a meeting with Taiwanese President Tsai Ing-wen, Little encouraged Taiwan to open its market to beef from cattle over 30 months of age, a change that would enable Idaho producers to sell more product there.

The governor also met with Taiwan Hsin Lin, a major importer of food and consumer products. THL is a significant distribution network to many customers, including Costco Taiwan and Costco China, as well as other retail and food services.

In Hong Kong, Little and members of the trade delegation participated in a promotion event for beef cooking at AEON department stores, a major retailer of U.S. beef and Snake River Farms, an Idaho business.

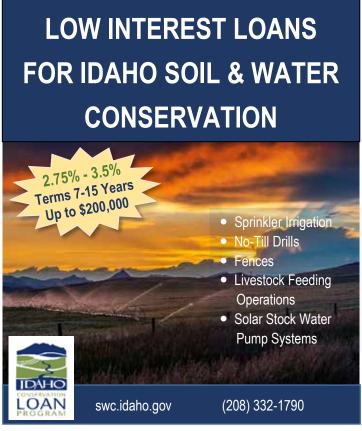
According to the news release, Little also opened access for Idaho companies to senior leadership at Dah Chong Hong, a large trading company with a food division.

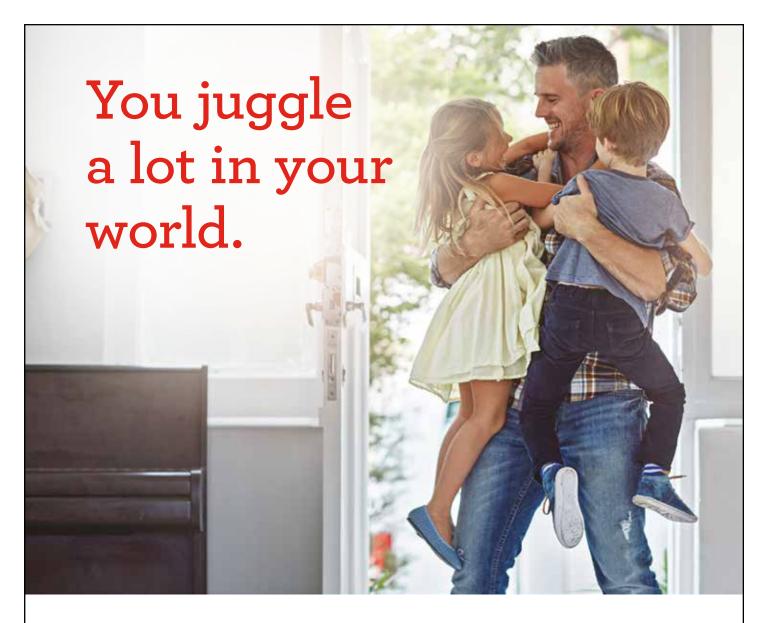
He promoted quinoa, cheese and onion products sold by Idaho companies during the Hong Kong visit. ■

"Idaho and
Taiwan have a
pretty special
relationship and
you can see it
and you can feel
it when we're
there."

— Clark Hamilton, Idaho wheat farmer







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Innovation

Farmer builds system to remotely control pivots where there is no cell phone service

By Dianna Troyer

For Idaho Farm Bureau Federation

A self-described technology nerd, Milo Call designed and built a remote control system for farm irrigation that does not require cell phone service and monthly charges.

"It works anywhere, whether there is or isn't cell service," said the southeastern Idaho farmer.

He remotely controls his irrigation pivots using ultra high frequency (UHF) radios that transmit to his fields. He raises potatoes, sugar beets and grain on 1,300 acres in the Cold Water area west of American Falls.

"I haven't found a system like mine — a centralized computer system that does away with the need for a computer panel at each pivot and can be remotely accessed from my phone," said Call, who named it RemoteAg.

Radius range of the system is 40 miles from the base station.

"If anything has electricity and a switch, I can control it remotely using my cell phone to communicate with the computer in my shop," he said. "This system is designed by a farmer to think like a farmer and do what a farmer wants it to do. It's putting the power of running my farm into the palm of my hand."

Several years ago, Call thought of buying a popular program that uses an app and his smart phone to control his 22 pivots remotely.

"I decided not to because I didn't like the cost of paying for new panels on each pivot and the ongoing cell phone service charges to run them," he said.

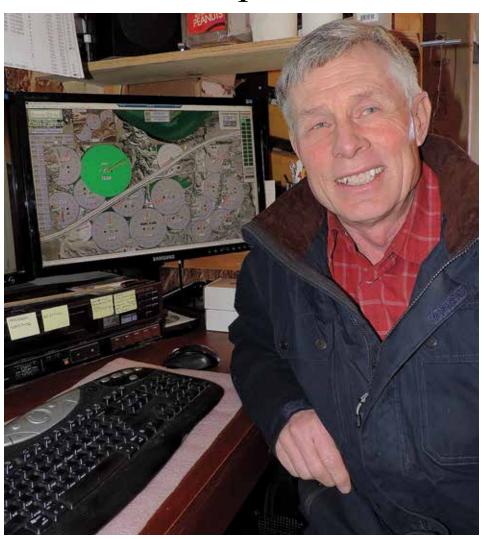


Photo by Dianna Troyer

Milo Call designed a software program to remotely control his pivots using UHF radios.

Instead, he began doing research on the internet.

"I like a challenge, especially involving technology," said Call, who is also a HAM radio operator and part of a local emergency preparedness network. "Anytime you tell a farmer something can't be done, he'll say, 'Watch me.'"

After writing software for two years in his spare time and building a control box, he installed two prototypes on two pivots in 2016. Now the farm is fully operational

with the system.

He still remembers running it for the first time.

"I couldn't stop giggling because it worked so well," he said. "I said to myself, 'I did it.' Everything I needed, I found on the internet. I designed and assembled the components to work together with the software I wrote."

The components of a RemoteAg control box include a radio antenna, global positioning system to identify a pivot's location, and a command board that uses a timer and series of relay switches.

To control it, he found a programmer in Florida who had written automation software.

"I bought the program and customized it by writing a series of logic conditional and script statements to control tasks such as variable rate irrigation, end-gun control, or to turn it off and on," he said. "The system will text me for pivot events such as 'Stop in the Slot' reaching a stop, or if a pivot shuts off unexpectedly.

"It automates partial pivots, allowing the operator to preprogram a pivot's program and have it operate automatically, turning water on and off, speeding up or slowing down the pivot in a feature I call 'Aurocircle,'" Call said. "It enables unattended operation just as though it were a full-circle pivot."

In his shop adjacent to his home overlooking the Snake River, Call clicks through screens on his computer monitor to see what is happening in each field – how much it has been watered or whether a pivot is stuck or not working.

"A unique feature is that the system incorporates a map page that displays all of the locations of pivots in real time," he said.

With the last 15 minutes of daylight, he can pull up the program on his phone and know what needs to be done.

"It would be interesting to see what it would do in the marketplace, but I'm not sure I have the time for that," Call said. ■



Idaho Farm Bureau

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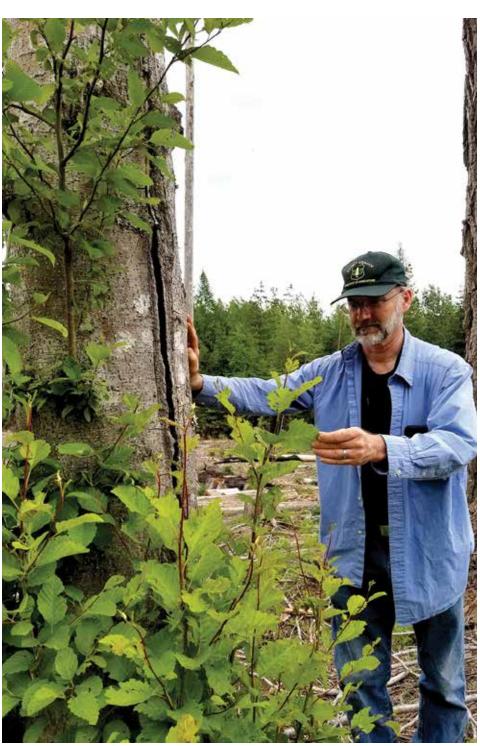
By Chris Schnepf University of Idaho

In my last column, I profiled paper birch, a species that can be described as a "boreal disjunct" — a species that is normally associated with boreal forests in Canada and Alaska.

In this month's column, I profile red alder, a "coastal disjunct" that is more commonly associated with forests located closer to the Pacific coast. Idaho is the only state in the Rocky Mountains that has any appreciable amount of red alder.

Red alder is widespread west of the Cascades. But in Idaho, red alder is limited to isolated locations in the panhandle and along the north fork of the Clearwater River. However, red alder and other species in this genus (which are more widespread across the state) are worth learning about, both for their own sake and for their ecological roles.





Red alders can be large trees.

Photo by Chris Schnepf

Identification

For many Idaho tree enthusiasts, the first structures to determine if a tree or shrub is an alder are its distinctive, small, woody female catkins, which persist on the tree through the year and look like miniature pine cones.

These cones are so distinctive that people have developed jewelry around them!

Alder leaves are toothed, dark green on top and whitish underneath. They are unique, compared to other Northwest deciduous hardwoods insofar as the leaves do not turn color in the fall – they simply drop off the tree in a faded green color.

The leaves are relatively thick and somewhat three-dimensional. Alder bark tends to be gray and blotchy and can be rough or worty in places. If red alder bark is injured, it often stains a rusty color. Another distinctive feature of every alder except Sitka alder is buds on stalks.

Idaho also has three other alder species, all of which are more widespread in the state than red alder. Thinleaf alder (Alnus incanna or Alnus tenuifolia) is found throughout Idaho, typically growing along streams and lake edges.

Thinleaf alder is usually shrubby, growing in clumps, but occasionally will get to 20 feet tall. Another alder commonly found growing along streams in isolated locations in the southern two thirds of Idaho is white alder (Alnus rhombifolia).

Sitka alder, sometimes called tag alder (Alnus sinnuata), is a shrub. It is commonly found growing along roads and skid trails. Indeed, people often complain about getting through narrow roads that have been crowded in by Sitka alder.

In addition to stature, Sitka alder can be distinguished from other alders by the lack of stalks below its buds.

Ecology & silviculture

When a fire burns through a forest, some nitrogen is lost from the site, particularly with severe fires. All alder species share a feature with some other Idaho forest plants, such as ceanothus, snowberry, lupine, and fire weed – they fix nitrogen.

The hotter a fire is, the more nitrogen is lost from the site. So, part of alders' strategy on a disturbed site is to "pack their



Photo by Chris Schnepf

Alder is quickly identified by its small cone-like catkins.

own lunch" via small nodules attached to its roots that help it fix nitrogen.

Nitrogen fixed by alders is also used by other trees and plants growing on the site, but alder shrubs also compete with trees for moisture, so there may not be a clear benefit to planting tree seedlings right next to alders – moisture usually trumps nutrients for Idaho trees, so it is best to remove competing vegetation within 2-3 feet of a planted tree seedling.

In addition to reproducing from seed, alder also reproduces vegetatively, so cut-

tings from alder are one of the preferred methods to establish plants in this genus along streams for stream restoration efforts.

Green cuttings are pressed deeply into the soil with buds pointing up to produce a new tree.

The Idaho state record red alder, located in Bonner County, is 71 feet tall and 32 inches in diameter. Red alders don't get very old but can live up to 100 years. Alders also have very few insects and disease problems. Occasionally they are

defoliated by webworms and older alders can have some stem decays.

Benefits

Native Americans used alders to create a variety of red, orange and brown dyes. They also used alder wood for smoking meats – a tradition that continues to this day with all people in the Pacific Northwest who smoke salmon and other meats.

Alders' primary value to wildlife is the shade they provide along streams, though beavers also use alder as a source of construction material for dams.

Red alder wood is not especially hard but is increasingly being used for furniture. Alder wood has a beautiful, light brown color and has become so valuable for furniture, cabinetry, and trim that foresters in western Washington and Oregon now commonly manage for red alder on sites where 30-40 years ago they would have been trying to kill alder to establish Douglas-fir.

Unfortunately, red alder is not common enough in Idaho for anyone here to develop a mill that would purchase and mill it, though some hobbyists could do this with small-scale sawmills.

Conclusion

Red alder and its more diminutive cousins do not supply wood in Idaho, but they are nevertheless an important part of forest functioning here. They are especially valuable to enhancing nitrogen in Idaho forests. The shade they provide along Idaho streams is vital to keeping those waters cool enough to support species like trout and steelhead.

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Photo by Chris Schnepf

Red, white, and thinleaf alders have buds on stalks.

Notice of Annual Meeting of Farm Bureau Mutual Insurance Co. of Idaho

To all policyholders: The 2020 annual meeting for policyholders of Farm Bureau Mutual Insurance Co. of Idaho will be held on Friday, Feb. 7, 2020, at 10 a.m. at the company's home office at 275 Tierra Vista Drive in Pocatello, Idaho. You are invited to attend.

Rick D. Keller Secretary

Notice of Stockholders Meetings

The following annual stockholders meetings will take place Friday, Feb. 7, 2020, at the Idaho Farm Bureau home office, 275 Tierra Vista Drive in Pocatello, Idaho.

The board of directors for each company will be elected at these meetings.

10:45 a.m. - Farm Bureau Marketing Association of Idaho 11 a.m. - FB Development Corporation of Idaho

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Boise Farmers Market flourishing in new location

By Sean Ellis

Idaho Farm Bureau Federation

BOISE — Many vendors who sell their food at the Boise Farmers Market weren't sure what to expect when the market moved to a new location this year.

Six months into the 2019 season, that trepidation was long gone.

"It's always a huge risk to move because you have a good thing going and you don't know for sure about how the new place is going to work," said Meadowlark Farms owner Janie Burns, a BFM vendor.

"But within five minutes of the farmers market opening in this new location in April, we knew we were on to something," she added. "It was awesome the first day."

According to BFM Manager Tamara Cameron, average crowd counts this year are up 24 percent compared with 2018 and the market added 10 vendors this year, pushing the total to 85.

"The success of the market here is beyond our wildest dreams," she said during a busy Saturday in August. "The new location is amazing."

Seven years ago, a couple dozen farmer vendors at Boise's Capital City Public Market left that market, by far Idaho's largest farmers market, to form their own food-centric market.

Burns and other BFM vendors said they wanted to form a market where food and agriculture, and not artisans and other vendors not related to agriculture, were the main focus.

There are still plenty of food vendors at the CCPM, which easily remains Idaho's largest farmers market in crowd count, but the BFM has gained a reputation as the city's foodie market, where people go specifically to buy fruit, vegetables, meat and dairy products.

For the first six years following the split, crowds easily flowed between the CCPM and BFM, which were both located downtown,



Photo by Sean Ellis

People shop at the Boise Farmers Market during a Saturday in August. Vendors say the market's move to a new location this year has worked out better than they could imagine.

only a few blocks away from each other.

In April, the BFM opened in a new location in a large parking lot between Americana Boulevard, River Street and Shoreline Drive. The spot is easy to access and the new parking lot is much bigger and has a lot more parking spaces than the market's previous parking lot location in downtown Boise.

"The market outgrew that parking lot downtown where we were at before," said Rob Stokes, owner of Malheur River Meats, which left the CCPM and joined the BFM five years ago.

He said his sales volume and customer base have increased this year.

"It's been great," he said of the new location. "Our customers really like it. It's easy for most people to get to and our customers seem more relaxed. They're not in a big hurry and worried about parking like they were at the downtown location."

Stokes said the CCPM, which attracts crowds pushing 15,000 most Saturdays, is still a great market, it just has a different customer base and includes a lot more people who enjoy browsing.

"This market is basically a true farmers market," he said of the Boise Farmers Market. "It's fruit, vegetables, meats and dairy products."

The new location has also helped clearly differentiate the BFM from the CCPM, Burns said. Because they were located so close together before, many people just assumed they were part of the same market.

"This has helped us with our identity," she said. "When we were just a few blocks away before, it was unclear we were a separate market but not it's clear just by the distance."

The BFM is now located in the large parking lot of a spacious facility that at one time used to house a Kmart. That gives the market plenty of room to grow and add more activities, Cameron said.

"In our old lot, we were pretty much out of space to do some of the things we wanted to do that would take up more space, like cooking classes for adults or chefs' demonstrations and things like that," she said. "With this location, we have plenty of space to add in those new things. We're super excited to be in this new location."

McDonald's spent almost \$136 million on Idaho commodities last year

By John O'Connell

Intermountain Farm & Ranch

McDonald's Corp. spent nearly \$136 million on Idaho agricultural commodities to supply its fast food restaurants during 2018, according to a recently released corporate report.

During the year, the Chicago-based fast-food giant purchased 271.285 million pounds of Idaho potatoes. McDonald's also bought 58.3 million pounds of cheese, 14.9 million pounds of beef, 6.4 million pounds of sugar and 2.3 million pounds of onions from Idaho producers, according to the report.

"Each state has something to offer us," said Lindsay Rainey, Mc-Donald's field brand reputation manager for the Pacific Northwest and Rocky Mountains.

Rainey recounted the gentleman's agreement McDonald's CEO Ray Kroc made in the 1960s with J.R. Simplot to be the restaurant chain's frozen fry supplier. Today, J.R. Simplot Co. remains the major supplier of McDonald's fries and a central player in the Idaho agricultural economy.

"The story with Simplot and Idaho is one we shouldn't ignore — the handshake deal they had," Rainey said.

Officials with Simplot estimate about a third of their global potato production goes to supply McDonald's. Simplot spokesman Josh Jordan said Idaho's volcanic, nutrient-rich and sandy soil and moderate temperatures is ideal for high-quality potato production

"Special care is taken to select high-quality potatoes to McDonald's fries, as per McDonald's own global quality specifications," Jordan said via email. "Potatoes with the correct attributes such as solids, size, color and defects are specifically used in the production of Mac fries, driving toward what McDonald's and Simplot refer to as Gold Standard Quality."

Travis Blacker, industry relations director with the Idaho Potato Commission, who works from Idaho Falls, said his organization commissioned a study that concluded Idaho would be the best location for potato processing companies to build their next expansion or plant.

Furthermore, he said the IPC invests \$1 million per year in research to help growers raise the "best potatoes in the world."

"I think McDonald's sees the value in Idaho, and they see how seriously we take growing potatoes in Idaho," Blacker said. "We're an ag-friendly state, when more and more states are restricting agricultural practices."

Blacker recounted a time when Idaho Gov. Brad Little stopped by the IPC office just to chat about the potato industry. Little, who is an Idaho farmer and rancher, has made it a point of emphasis to support the state's food producers and food processors.

"For more than 60 years, the J.R. Simplot Co. has been dedicated to providing a safe and quality source of potatoes to McDonald's," Little said in a press release. "Idaho is proud to lead the nation in



Photo by Doug Lindley

French fries provided by J.R. Simplot Co. are served at a McDonald's in Pocatello. McDonald's Corp. spent almost \$136 million last year on Idaho agricultural commodities to supply its fast-food restaurants.

potato production, and we will continue to leverage our agricultural leadership to drive responsible and innovative ways to feed a growing population."

McDonald's has more than 14,000 U.S. restaurants. Due to its purchasing power, the company's menu choices and practices can significantly impact food industries.

New potato varieties, for example, may offer promising new agronomic traits but still see little commercial planting until they're accepted by McDonald's, based on a rigorous quality assessment.

A few years ago, the short list of approved McDonald's potato varieties was expanded to include Clearwater Russet and Blazer Russet, which were both developed by a collaborative public breeding effort in the Pacific Northwest.

McDonald's also accepts Russet Burbank, Ranger Russet, Umatilla Russet, Shepody and Ivory Russet.

The company's demand for more than 58 million pounds of Idaho cheese is also significant for the state's economy, said Rick Naerebout, executive director of the Idaho Dairyman's Association.

"That's a lot of cheese," Naerebout said. "They've been a great partner for dairy."

Naerebout said Dairy Management Inc., which is the dairy industry's national promotional organization, has experts on staff who develop and share ideas for menu items involving dairy for McDonald's to use. He said McDonald's has a great track record of implementing some of those ideas.

According to a McDonald's press release, the company's standards have also significantly influenced farming and animal welfare practices. For example, the company is committed to cage-free eggs and beef with reduced usage of antibiotics of importance to human medicine.

"Given our scale, every change McDonald's makes has the potential for a big impact," the press release reads. "That's why the McDonald's system is proud to partner with agriculture to continuously evolve our best practices, continuously evolve our food and work towards our sustainability commitments."



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Hundreds attend 'Farm Bureau Salute to Idaho Veterans'

By Sean Ellis

Idaho Farm Bureau Federation

POCATELLO – More than 600 people paid tribute to past and current military members Nov. 8 during the 9th Annual Farm Bureau Salute to Idaho Veterans.

The participants packed three floors of the Farm Bureau building in Pocatello for the two-hour event, which included military veterans from every branch of service, active duty military personnel, family members and Farm Bureau employees.

"This is always a humbling experience," Idaho Farm Bureau Federation President Bryan Searle, a farmer from Shelley, told participants. "On behalf of Farm Bureau, thank you ... very much for your service."

Searle fought back tears as he thanked the veterans for their service.

"We enjoy the blessings of freedom because of these men and women (and) we recognize and pay tribute to you for your service," he said.

The event included a flag ceremony, a veterans group photo and lunch. Veterans also received a 2019 Salute to Veterans commemorative coin.

"I am honored to be speaking to the heroes of our nation," said Jason Williams, treasurer of Farm Bureau Mutual Insurance Co. of Idaho. "We are here to remember each and every veteran who is or was part of our country's military. Your commitment and sacrifices have secured America's freedom throughout our history."

The guest speaker was a former Air Force pilot who now serves in the Idaho Legislature.

Rep. Priscilla Giddings, R-White Bird, was raised on her family's ranch near Riggins, Idaho. She flew the Air Force's beloved A-10 "Warthog" and later flew intelligence, surveillance and reconnaissance missions in the MC-12 aircraft.

Giddings, who logged almost 1,000



Photo by Bill Schaefer

Military veterans pack the Idaho Farm Bureau building Nov. 8 during the 9th Annual Farm Bureau Salute to Idaho Veterans.

combat hours, regaled the crowd with tales of the A-10's abilities and her own experiences in the Air Force.

But a palpable silence fell over the participants when she spoke of flying cover for the ground personnel who were tasked with recovering the remains of 17 Navy SEALs who died after the Chinook helicopter they were flying in was shot down in Afghanistan with a rocket-propelled grenade.

"Words can't describe the feeling that ran through my blood as I recounted talking to many of those same SEALs on the radio just days before that tragic moment," Giddings said.

She said the experience drove home "the significance of why we salute those stars and stripes. There is no greater feeling of awe and humility than to watch another soldier give up their life for freedom..."

Giddings said although she and other veterans have stepped out of their uni-

forms, "we'll never stop serving."

She encouraged her fellow veterans to keep serving their country and state by getting involved in local government.

"We must maintain the kind of government you fought to protect," she said. "America still needs you."

"You have the training and leadership skills that our state needs to lead Idaho into the next decade," Giddings added. "You may not want to run for Congress, or even the legislature, but consider all the other positions: county clerk, county commissioner, city council, school board, highway district, library district...."

"Through all my experiences serving both in the military and in the legislature, the one thing I know for certain is that our republic is worth fighting for," she said. "We live in the greatest nation in the world and the best state in the nation. You have helped make it that way."

Grain Marketing

Understanding how market operates key to success

s we move toward the end of the year there seems to be a feeling among a lot of people that there will not be much corn to harvest and the market doesn't understand that.

I have been thinking lately and trying to remember the last time that I knew some market-moving news that

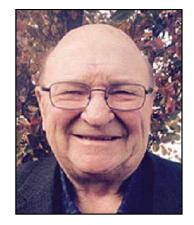
Chicago didn't have. The answer that I came up with is, Never!

Chicago knows what is going on in the corn fields. They know what is going on in the world and they are already trading that news.

What we need to ask ourselves is, are the fundamentals (supply and demand) really in charge of the market movement or are there other factors moving these markets? The answer is, there are other factors involved in the market movement.

Maybe not every day but the majority of the time the speculators are moving the market and they are trading the technical indicators. Yes, it is sad to say but that is the nature of the beast and we need to know and understand just how that beast operates.

I recently visited with a producer that



had attended a wheat conference in the state of Washington. He indicated that the conference really hadn't painted a very positive picture for wheat prices in the future.

He said he had to make a decision whether to come home depressed or come home de-

termined to think positive and move forward. He said that he is going to be positive and move forward.

One area in his operation that he is determined to improve in is how he markets his commodities. He said that old ways die hard and he is determined to let them die.

The market has now forced him to be a 12-month marketer and in order to accomplish this he needs to trade basis as well as the futures and be prepared to trade them at different times of the year.

We all will have our "ah-ha" moment at different times but we will have it and when it happens don't talk yourself out of it. Think positive, you can do this it, isn't that difficult to understand and you will be able to move forward with the confidence you want to be able to market your commodities year after year no matter what the markets throw at you.

Let's take an example: we continually hear that the prices need or should be higher than they currently are. I agree they should be higher but the question is, how much higher?

Do we need 50 cents? If 50 cents is enough then we can see that the Chicago March futures were trading 50 cents higher the end of June than what we traded the middle of November. The March contract also hit those same levels the end of January.

If you would have sold your futures side of the price equation at either of those time frames, your contract price for soft white would be \$5.34 compared to the bid of \$4.84 the middle of November.

As I have said in the past, hindsight is always good but that is how we learn. By studying history, we can then determine the different methods of marketing that will help you in the years ahead.

In any given year the market may not give you exactly what you need for prices but it is important for all of us to do the best we can during that 12-month marketing year to give us the opportunity to be profitable.

Clark Johnston is a grain marketing specialist and owner of JC Management Co. of Ogden, Utah. He can be reached at clark@jcmanagement.net. ■

Top Farm Bureau Agents

Agent of the Month



Darin Pfost, Canyon County

Rookie of the Month



Grant Rosandick, Ada County

Region of the Month



Magic Valley Scott Badger, Regional Executive



Idaho close to meeting aquifer management goal

By John O'Connell

Intermountain Farm & Ranch

BOISE — Idaho has nearly met a longterm goal set in 2009 of minimizing its annual impact on the Eastern Snake Plain Aquifer by 600,000 acre-feet, according to state water officials.

The analysis will be included in a January report to Idaho House Speaker Scott Bedke, R-Oakley, who requested a 10-year review of the state's Comprehensive Aquifer Management Plan for the ESPA.

The CAMP plan — drafted based on recommendations of a diverse group of stakeholders — was intended to reverse a decades-long trend of declining groundwater levels within the ESPA, where water calls have pitted surface water irrigators with senior water rights against well irrigators with junior water rights.

Officials initially thought it would take at least three decades to reach the lofty bar set by CAMP.

Neeley Miller, a senior planner with the Idaho Department of Water Resources, presented on the state's progress toward reaching the 600,000 acre-foot goal during an Oct. 23 committee meeting.

Initial draft estimates Miller presented show work by the various ESPA stakeholders would reduce the average annual impact on the aquifer by 550,000 acre-feet.



Photos by Idaho Department of Water Resources

Managed aquifer recharge is conducted at the Jones Site near Ririe.

TOP: Managed aquifer recharge is conducted at the Milepost 31 site in southcentral Idaho.

The original CAMP goals called for achieving 150,000 acre-feet of the 600,000 acre-foot reduction in consumptive use through managed recharge, explained Wesley Hipke, who coordinates the state's managed aquifer recharge program.

Recharge entails intentionally running surface water through strategically located unlined canals — or dumping water into adjacent spill basins — and letting it seep into the aquifer to replenish water pumped by irrigators.

Essentially, the aquifer serves as a natural storage reservoir, trapping surface water at times when flows exceed users' ability to put the full volume to good use. The recharge effort stalled out, due to a lack of funding,

until 2014, when the state legislature opted to budget recharge funding on a continual basis.

The following year, the Legislature approved a resolution that called for averaging 250,000 acre-feet of annual recharge by 2024.

In 2016, irrigators with the Surface Water Coalition settled a water call against junior groundwater users. As part of the settlement, the groundwater users agreed to reduce their annual consumption by 240,000 acre-feet.

The draft report shows the state nearly hits the 600,000 acre-foot goal when the settlement reduction and recharge program are combined with savings from pivot end-gun removal programs, other water-conservation



efforts and cloud seeding programs.

Hipke said the state has averaged 249,000 acre-feet of annual recharge during the past five years, but that was a wet period and he believes more infrastructure will be needed to meet goals during future dry years.

The state's natural-flow recharge right came into priority on Oct. 23 in the Lower Snake below American Falls Reservoir. The right enables Hipke's program to recharge in the Lower Snake throughout winter until the irrigation season resumes.

As of Oct. 29, he was recharging about

200 cubic feet per second of water in the Lower Valley. Before the end of December, Hipke should have the infrastructure to accommodate more than 1,000 cfs in the Lower Valley.

He explained the Milepost 29 recharge spill basin, located off of the Milner-Gooding Canal, has been closed for construction and will reopen in mid-December. Furthermore, the state intended to open its new Wilson Reservoir recharge spill basin off of Northside Canal, adding roughly 250 cfs of additional capacity.

The Idaho Water Resource Board has also approved construction of two recharge injection wells off of Twin Falls Canal and four injection wells off of the A&B Irrigation District pipeline.

The board is also finishing a project to expand its recharge capacity on the Egin Bench near Rexburg and will review concepts for developing another large-scale Upper Valley project at its November meeting.

In the Upper Valley, Hipke said the state has been recharging storage water for the Surface Water Coalition and Idaho cities. ■





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Idaho Falls miller expanding quinoa processing, plans buckwheat facility

By John O'Connell

Intermountain Farm & Ranch

IDAHO FALLS — Local miller Jeremiah Clark plans to soon expand into a new, Idaho Falls facility with the capacity to process up to 5 percent of the world's quinoa supply.

Clark, owner of American Mills, LLC, contracts with 17 growers from American Falls through Ashton to raise his own proprietary variety of the nutrient-rich, pseudo-cereal crop. His quinoa fields range in size from 100 to 200 acres, and he's already made Eastern Idaho the largest quinoa production region in North America.

He hopes to have equipment installed by the end of October to commence operations at his new quinoa cleaning and sorting plant, located at 2329 E. Endeavor St. behind the Idaho Falls John Deere dealership. The new plant will have 10 times the capacity of his current facility, where he's still running his 2018 crop nonstop.

Clark has also been working with several growers from his Eastern Idaho network to establish buckwheat as a new rotational crop within the region. Buckwheat is an antioxidant-packed cereal crop that he plans to mill into flour for making noodles and other baked goods. It's actually a broadleaf crop, despite the inclusion of the word "wheat" in its name.

"One of our quinoa buyers wants us to try (buckwheat)," Clark said.

That buyer has funded equipment for a new American Mills buckwheat processing facility, which Clark intends to build soon in the area. In the mean time, he may soon process buckwheat in his current quinoa facility, which will be vacated when he moves into the larger plant.

Clark said his growers raised between 300 and 400 acres of buckwheat this year in 20- to 40-acre test plots spanning from American Falls through Driggs.

Though quinoa growing conditions were less than ideal this season — cool weather in the spring and early summer slowed



Photo by John O'Connell

American Mills plans to expand into a new, Idaho Falls facility with the capacity to process up to 5 percent of the world's quinoa supply.

plant development — many of Clark's growers, nonetheless, have enjoyed significant yield gains.

Most of the 2019 crop has been harvested, except for a few fields that remain to be cut in northeast Idaho. Most of Clark's growers averaged yields of 1,000 to 2,000 pounds of quinoa per acre.

This was the first season in which all of his growers raised a quinoa variety that produces plump, white kernels that Clark bred himself, named after his daughter Kailey. In side-by-side trials last season, Clark said Kailey out-yielded other quinoa varieties his growers planted by 300 to 600 pounds per acres.

Clark is also in the process of breeding his own red-seeded quinoa variety.

Clark emphasized that quinoa is a new crop in the area, and farmers are still learning about pitfalls to avoid.

"There were two or three fields that were complete busts," Clark said about the 2019 crop. "They had to plow them completely under."

Competitors have begun to take notice of Clark's success with quinoa. He said the Scoular Company and Ardent Mills have both planted quinoa in the region for evaluation this season. Officials from the

two companies did not return requests for comment.

Clark believes he has a head start on competitors based on lessons learned since 2013, when he started his local quinoa experiment.

"I think we learned a few more things we could do better for next year. We know what not to do," Clark said.

Clark said growers like quinoa as another broadleaf crop to diversify rotations with grass crops such as wheat and barley.

Weed control remains a significant challenge for his growers, who have no herbicides approved for use in quinoa. Growers have been controlling weeds through cultivation and by allowing the quinoa plants to outcompete weed seedlings. Herbicide trials have also been conducted in the region to get products labeled for quinoa.

"They're waiting for this crop year to get more data," Clark said of the effort to get a herbicide label approved. "I think it will help out."

Clark believes the market for quinoa has stabilized following a period of rapid growth in demand. He sells both whole quinoa seed and quinoa flour. He exports quinoa to a few other countries but sells most of his production domestically.

Classifieds

FARM EQUIPMENT

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Pre-1970 Idaho License Plates Wanted: Also Revere Ware and Solar-Sturges Permanent cookware, and old signs. Will pay cash. Please email, text, call, or write. Gary Peterson, 115 E D St, Moscow, ID 83843. gearlep@gmail. com. 208-285-1258

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A tale of two harvests for Idaho wine grapes

By Sean Ellis

Idaho Farm Bureau Federation

CALDWELL — Idaho's 2019 wine grape season has been a tale of two harvests.

The wine grapes harvested after a record-setting cold snap hit the state Oct. 9 will be different from the ones that were picked before that hard freeze, which lasted for three days.

"The freeze we had really impacted harvest this year," said Michael Williamson, who manages Williamson Orchards and Vineyards in the Sunny Slop area of southwestern Idaho, where most of the state's wine grapes are grown. "It's a tale of two harvests; before the cold and after the cold."

More than 85 percent of the state's wine grapes were in as of late October and winemakers and vineyard owners say it's apparent that the grapes harvested before Oct. 9 have much different profiles than the grapes harvested after that date.

That will make for a recognizably different 2019 vintage, Williamson said.

"It will definitely be a distinct vintage and I'm optimistic it will be distinct in a good way," he said.

Before the freeze hit, Williamson said, "It was rush, rush as fast as you can ... to get as much of the crop harvested as you could. We weren't quite halfway done when the cold hit."

But not everyone was in a hurry to beat the cold.

Before the freeze hit, the grapes were progressing slowly and had fairly low sugars and high acids, said winemaker Martin Fujishin, owner of Fujishin Family Cellars in Caldwell, which is the heart of Idaho wine country.

He decided to wait until after the freeze passed.

"We're glad we did because the numbers we're seeing now are pretty stellar,"



Photo By Sean Ellis

Wine grapes are harvested at a vineyard in southwestern Idaho Nov. 1.

he said. "We were definitely rewarded for waiting out the freeze."

"The early frost kind of put a scare in everybody," Fujishin said. "The reality is, I think the quality actually looks pretty good overall."

He agrees that the state's 2019 vintage will be distinct.

"It's definitely going to stick in our memory," he said.

Idaho Wine Commission Executive Director Moya Shatz-Dolsby said that a late start to the growing season and then steady temperatures throughout the summer that didn't get too hot resulted in lower yields.

"Having lighter crop loads can be good because then there are more fruity flavors," she said. "We will have lower alcohol wines and concentrated fruit flavors, which is good."

The freeze also had an impact on yields.

"It will be a lighter crop but the numbers are going to be OK for making some nice wines," said Caldwell winemaker and vineyard owner Rob Bitner "Most of the growers I've talked to or work with have said that yields are definitely down," Fujishin said.

He said the cold temperatures also caused a little bit of shatter loss in some grapes.

But overall, he added, "It didn't do as much damage as we initially were concerned about. It definitely hasn't been as damaging as some of our earlier estimates thought it could be."

A harsh 2017 winter decimated the state's wine grape crop and Idaho's wine grape growers, who typically harvest about 2,500 to 2,900 tons per year, only brought in 400 tons that year.

But Idaho's 2018 wine grape crop bounced back nicely thanks to near-perfect weather during the growing season and many growers reported higher-than-normal yields.

Idaho's wine industry produces upward of 160,000 six-bottle cases of wine each year and an IWC study found the industry, which includes 52 wineries, has a \$170 million economic impact on the state. ■

Fighting back

Spore monitoring program helps Idaho farmers contain potato late blight

By John O'Connell
Intermountain Farm and Ranch

The Paul-area late blight outbreak wasn't much of a story among the state's potato farmers in 2019.

University of Idaho Extension researchers say that fact may be due largely to their new network of 15 spore trappers, strategically placed near Idaho farm fields from Parma through Tetonia.

The network — intended to provide growers early warning when important fungal pathogens arrive in the area — was launched in 2017, in participation with industry partners and commodity organizations.

There's also a spore trapper in Oregon and machines in Washington's Skagit County and Pasco areas, monitored by Washington State University. Furthermore, UI shares data with Colorado researchers, who run their own spore trapping network.

"We are starting to get known around the world as one of the leaders in doing spore trapping," said the project's lead researcher, James Woodhall, a UI assistant professor of plant pathology stationed at the Parma Research & Extension Center. "We're doing it on a scale that perhaps they're not doing anywhere else in the world."

Samples from UI's spore trappers



A network of spore traps, like the one shown here, have helped University of Idaho researches keep tabs on the arrival of fungal pathogens.

are laboratory tested weekly. UI is also developing spore trapping applications benefiting production of sugar beets, dry beans, barley, wheat and onions.

Agronomists began searching Magic Valley potato fields immediately upon learning late blight — the devastating fungal pathogen responsible for the Irish Potato Famine — was detected by a spore trapper in August at the Rupert-based Miller Research farm.

The area's wet and cool weather at the time was ideal for the disease to take hold. Sure enough, late blight infection was soon confirmed in spud fields in nearby Paul.

Growers who were at risk were promptly notified by UI and sprayed fungicides. The Paul outbreak was quashed, and researchers got their first glimpse of how the UI spore trapping network stands to save Idaho farmers big bucks for years to come.

"This could have blown up into a much bigger problem," said Kasia Duellman, a UI Extension seed potato specialist who is participating in potato research involving the spore trapping network. "(Spore trapping) alerted the people in that region to be vigilant and look for it."

In most other states, late blight spores are ubiquitous, and farmers can anticipate the disease will surface when weather conditions are optimal for it.

In Idaho, Duellman explained, spores may not be present when favorable weather for late blight surfaces. She said predictive models for Idaho need both spore data and weather data, which is a reason why UI is trying to locate its spore trappers near AgriMet weather stations, or its own weather stations.

"There's no reason to spray if the pathogen isn't there, and also if the weather isn't going to spread it," Duellman said.

In the Paul area, for example, the spore trapper at Miller Research also detected late blight spores during the 2018 growing season, but the disease was never found in the field, as weather conditions weren't optimal.

Woodhall believes one of the greatest benefits of the network in 2019 was that it provided a tool to map where spores were present during the Paul late blight out-



A network of spore traps, like the one shown here, have helped University of Idaho researches keep tabs on the arrival of fungal pathogens.

break, which helped avoid panic among growers outside of that area.

"We downgraded the risk," Woodhall said. "We were able to show the infection was highly localized in several close fields."

Woodhall would like to add a few additional spore trappers in the Paul area, as it seems to be a relative hot spot for late blight activity.

He's also found spore trapping is especially effective for keeping tabs on powdery mildew in sugar beets.

"We've been finding with spore traps we get a two- to three-week notice of detection ahead of symptoms of powdery mildew," Woodhall said.

The network tests for diseases such as late blight, white mold and early blight in potatoes; powdery mildew and Cercospora in sugar beets; white mold in beans; and stripe rust in grain.

Juliet Marshall, a UI Extension cereals pathologist, hopes to use spore traps in conjunction with weather stations to help develop recommendations for when barley and wheat growers should spray to protect their crops from stripe rust.

She's pleased that the university has added five new weather stations to sup-

plement the AgriMet network, including three stations funded by the Idaho Wheat Commission.

"We have a lot of groundwork in order to determine if there's a good correlation between (stripe rust) spore incidence, spore numbers and disease development," Marshall said.

Woodhall explained he originally sought a grant for the network from the Northwest Potato Research Consortium, which awards research grants on behalf of the potato commissions of Idaho, Washington and Oregon.

"They encouraged us to think bigger," Woodhall said.

The network started with four spore trappers purchased with UI departmental and program funds pooled by Woodhall, Duellman and Marshall.

The Snake River Sugarbeet Research and Seed Alliance, and the barley, bean, potato, onion and wheat commissions all contributed either for machines or research involving them.

McCain, J.R. Simplot Co., Basic American Foods and Lamb Weston have also pitched in to buy spore trappers and have aided with providing locations and operating the network. ■





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