



# PacificSeed Association

MAY 2017

Dear Pacific Seed Association,

I want to thank everybody for their membership and support of the Pacific Seed Association. As your incoming President, I look forward to representing all of you in this growing seed organization. My involvement with the PSA has been as a member for 15 years and a board member the last 10 years. It is a challenging, dynamic time for the seed industry but I am confident that we will address the continuing issues and thrive in the future.

My involvement with the seed industry started 35 years ago, when I was farming in Upstate New York. My wife and I farmed 500 acres of cash crops, including corn, wheat, oats and soybeans. Part of our business was raising Foundation and Certified Seed Wheat and Seed Oats in conjunction with the New York State Seed Improvement Association. I was also a member and on the board of this organization. Laurie and I also owned and operated a 10 acre truck cropping operation that included raspberries, peaches, melons and a variety of fresh vegetables.

My background includes working in the inoculant business (rhizobia bacteria) for the last 20 years. The first 5 years were as a sales rep covering the East Coast and Eastern Midwest for The Nitragin Company. The last 15 years I've been a sales manager on the West Coast for EMD and Novozymes and am currently the National Sales Manager for Visjon Biologics.

My goals as President of the PSA in 2017 are:

1. Create a concise mission statement that gives the membership a firm understanding of who the PSA is and where we are headed.

2. Continue to increase Committee member involvement in the organization with quarterly reports to be posted on the website, increased committee reports at the annual convention including detailed crop reports.
3. Improve the appearance of the website and make it more user friendly. Update the website on at least a monthly basis and add content including member videos about their business.
4. Increase membership to 100 members. This includes inviting Western State Seed Associations to join the PSA.

Lastly, I am thrilled to announce the the 2018 PSA Convention! It will be held at the Omni Downtown San Diego from February 11-13, 2018. We are planning a great schedule of speakers and events in a beautiful area of San Diego. This location will be easy to travel to and is right next to the Gaslamp district. We are planning a great golf outing close by and there will be multiple things for all participants to do. I have tried to make it as accessible and affordable for all members. We will be communicating more details of the convention in the next couple of months.

Call me if you have any questions or suggestions. I look forward to working with you this year!!



Robert Todd, *President*  
Pacific Seed Association

## In case you missed it...

If you did not make it, we missed you at the annual Pacific Seed Association Conference in Palm Springs last month. It was a great meeting in an absolutely amazing location. Our president Mike Ingham of Ranier Seeds organized a very informative and entertaining conference.

We discussed crop reports from our members and had updates from the Idaho-Eastern Oregon, Washington-North Idaho, Montana, and Oregon Seed Associations. There was also an update from the American Seed Trade Association. We also received a report from the California Department of Agriculture regarding the issues that they are dealing with.

One of the most eye-opening presentations came from Meredith Laws of the National EPA Office. She discussed her role in the EPA office with the approval and labeling of pesticides. It was nice to find out that she was working for us and supportive of the Ag Industry and she encouraged all of us to make our voices heard because the voices coming in opposition of our industry were very loud.

The information and education was accompanied by a lot of fun including wine tasting, a great day of golf, and a wonderful banquet that was visited by Frank Sinatra and Marilyn Monroe. There was plenty of time to network with others involved in the seed industry. We wish you could have joined us and we are sorry you missed out on the fun.

Please plan on joining us next year at the conference in San Diego. Our current president, Robert Todd of VisjonBiologics, is planning an exciting program. We promise you won't be disappointed. If you have any suggestions as to how we can better meet your needs, please let me know and I will work to make that happen. You can also contact Roger Batt, the association's executive director, with questions or comments at any time.

Sincerely,

Kathy Hutton  
PSA Membership Committee Chairman

## LEGISLATIVE REPORT

I would like to have a section of the member's area within the PSA website where members can upload legislative position papers at any time. If there is unanimous agreement from the Legislative Committee regarding the position statement, it would be submitted to the board for publishing in the general area of the site available to anyone who visits the PSA site.

Ideally the Legislative report would be presented by someone who has not presented before.

I feel like I should speak at other meetings about the legislative abilities of our organization and begin to truly utilize Roger's ability to present national issues to Idaho representatives who would be more friendly than costal legislators regarding Agricultural issues.

Sam Cable  
PSA Legislative Committee Chairman

## GOLF SCRAMBLE REPORT

I propose that we continue to have our scramble and auction at future annual meetings. I thought everyone enjoyed the format at last year's meeting at Rancho Las Palmas. I plan on working with Robert Todd to have an even better golf event scheduled for next year's annual meeting. If anyone has any ideas or comments for improving the golf portion of the annual meeting, please let me know.

Mike Ingham  
PSA Golf Committee Chairman



# CLEAN WATER RULE

## SUPREME COURT TO HEAR WOTUS LITIGATION



Despite the Trump administration's Executive Order to put a hold on the Waters of the United States Rule that the Obama Administration put into place, the U.S. Supreme Court decided to continue hearing litigation over the Clean Water Rule.

The Obama administration's rule clarified which streams and wetlands receive automatic protection under the Clean Water Act. The Supreme Court case centered on whether legal challenges belong in federal district or appeals courts.

Petitioners filed 18 lawsuits in district courts and 22 petitions for review in federal appeals courts over the rule, which is also known as Waters of the United States, or WOTUS. In February 2016, the 6th U.S. Circuit Court of Appeals found that it had jurisdiction to hear the challenges.

The National Association of Manufacturers wanted to keep the case in local district courts and asked the Supreme Court to review the 6th Circuit's decision. The Supreme Court decided to take up the case in January shortly before Inauguration Day, but the Trump administration in April asked the court to pause the case following an executive order compelling U.S. EPA and the Army Corps of Engineers to take another look at the joint rule.

State supporters of the rule, trade groups and environmental organizations had urged justices to continue hearing the case.

Environmentalists argued that the questions over the correct legal venue would continue to be relevant given that they would likely sue over whatever replacement rule the Trump administration issues.

If the Rule were to be put into place it would expand the definition of Waters of the United States to mean any water body that is capable of "flowing." This could mean a mud puddle, water in the furrow or dry land areas that are capable of being flooded or having water pooled up in them. It would place these new water bodies under jurisdiction of the Federal Clean Water Act and subject people to severe penalties if found in violation by the EPA.

The Pacific Seed Association has been working on behalf of the Seed Industry to make sure that this Rule does not go into place since it would impact Agriculture and seed production. PSA has been working with members of Congress and others at the Executive Branch on this issue.



Roger Batt,  
PSA Executive Director

# Meet the **PacificSeed Association** **BOARD OF DIRECTORS**



## Grant Baglietto

Grant grew up in Stockton, California in the heart of the San Joaquin Valley, where his Father, Joe Baglietto, and Grandfather, Ray Baglietto, operated a thriving field seed business, Baglietto Seeds. He spent his summers around the seed business and his family's cherry farm, where his true appreciation for agriculture was cultivated. Grant moved to Sacramento in the fall of 2003, where he attended California State University, Sacramento to study Business Finance. After graduating with a Bachelors Degree, he broadened his scope and took a job as an analyst for the Department of Defense, where he eventually became a Financial Manager for a weapons systems development division in McClellan, CA. In 2013, Grant's draw towards agriculture returned him to his roots, and he joined the family's field seed business. Since joining the business he has taken an active role in its operation and has integrated himself into the seed community through the Pacific and California Seed Associations. Grant is proud to sit on the PSA's board and strives to bring value to the association.



## Denver Black

I was born and raised on a dryland wheat farm in North Central Washington state. I farmed there in Mansfield for the last 10 years with my wife Amber and our 4 children Gabriel 9, Boaz 8, Jane 6 and Charlotte 4. We transitioned our dryland farm, which receives 8" of annual rainfall, to No-till. We were traditionally a summer-fallow, winter wheat rotation, and in my tenure we successfully grew spring cereals such as barley and triticale, as well as winter canola, spring canola, black oil sunflowers, and crested wheatgrass. The last 2 years at the farm we experimented heavily grazing meat goats on multi-species cover crops on cropland with astounding results. I joined the Rainier Seeds team in 2016 and am excited to be a part of the seed industry! Rainier seeds is in the reclamation seed industry, and as Mike likes to say, "We provide vegetative solutions to land management issues."

As chair to the communications, technology, and research committee I would foremost like to convey the vision and mission of the PSA to its members and the general public through the PSA website, publications, and appropriate social media channels. I would also like to showcase members regularly in the newsletter that are utilizing technology in a new way, or participating in research that may impact other members. I would like to add value to membership by instilling a sort of virtual community within the organization that challenges and inspires. I hope that in doing so it will energize our base, and encourage active membership from companies, organizations, and individuals. This may entail updates in the website, and or at least in the manner and method to which it is updated. Of course there would need to be an approval by one or more board members of all content before publishing.



## Dean Browning

Dean has been with Seeds, Inc. since August of 2014. Before that, he was an agronomy and seed manager at CPS and CHS and a grain buyer at Columbia Grain. Dean has over thirty years in agronomy and seed business combined. He has been married to his wife Kynda for 32 years and they have two daughters, Katra and Kolbey. Dean enjoys time with family and hunting.



## Sam Cable

Sam Cable currently serves as the Director of Forage Development for the Pure Seed company located in Canby, Oregon. Before joining Pure Seed, Sam spent over 7 years leading the International and Seed Trading units at Barenbrug, USA. Sam also spent several years as a Seed Broker -- trading turf and forage seeds in both the United States and International seed markets.

Sam has numerous key relationships within the global seed community through his multiple roles leading Business Development, Export and Seed Positioning business units.

In addition to his seed background, Sam has several years of sales and marketing experience with organizations including NBC-TV, San Francisco Giants, San Francisco 49ers, and Cars.com. Sam has served as chair of the ASTA Lawn Seed Division and as Chair of both the OSA and PSA Legislative Committee. He is currently on the Board of Directors of the Pacific Seed Association and is scheduled to be President of the organization in 2019. Sam focuses on the development of key turf, forage and cover crop markets. He has created successful sales programs in markets including Canada, Mexico, China, India, Saudi Arabia, Australia, Japan and other Pacific Rim countries. Sam is based in Oregon and can be reached via phone at 503-816-5098.



## Marc W. Cool

Marc Cool is a fifth generation seedsman. As a youth, he spent most of his summers detasseling and breeding corn on his grandfather's corn seed farm in Wisconsin.

Marc attended the Agricultural University of Wageningen in the Netherlands where he graduated with a Masters Degree in Plant Breeding and Plant Pathology. His 25+ year professional career has spanned from working in the alfalfa seed industry in California where he developed new markets for proprietary varieties and technology on a global basis, to then moving to Oregon where he worked in the turf and forage grass industry and had sales, marketing and management responsibilities for North and South America, Pacific Rim and Asia. Afterwards, Marc worked as GM for an organic vegetable seed company, which was part of the Mars Corporation. Marc then spent 3 years with his family in China with DuPont Pioneer as Director of Marketing and Product Strategy. He has now moved back to the US in a role within the DuPont Pioneer Industry Affairs and Regulatory group, with responsibilities for global seed associations and business support in Asia.

Marc has lived in several countries on multiple continents, has traveled the world very extensively and speaks several languages. He is an active member of various Seed Trade Associations, including past Board Member and Officer of the American Seed Trade Association as well as various positions with the International Seed Federation. Marc is also very actively engaged in legislative and regulatory affairs guiding the global seed industry.

Marc, his wonderful wife Paige and their son Eric have dual homes in Santa Fe, New Mexico as well as West Des Moines, Iowa, however, they consider the World to be their Home.



### Nicole Hostert

I graduated from UC Davis with a B.S. in Crop Science and a M.S. in Integrated Pest Management with an emphasis in Plant Pathology. After graduating, I worked at DuPont Pioneer, overseeing the Parent Seed sunflower cage production, warehouse operations and shipments. After leaving Pioneer, I briefly worked for Monsanto as the lead for onion and melon seed stock, before the California Crop Improvement Association (CCIA) hired me in 2009, as a Certified Seed Program Representative. My current role at the CCIA includes overseeing cotton seed field inspections for genetic purity, final seed certification for all crops, and OECD programs.

As chair of the Scholarship Committee, my hope is to bring more young people into the seed industry through our scholarship. With the help of the committee, I would like to expand the reach of our scholarship to as many applicable schools as possible and reevaluate our current selection criteria.



### Mike Ingham

I am the current past president of the PSA. Raised in a family of 8, I was the middle child of 4 boys and 4 girls. I got involved in the seed business in 1981 when I went to work for a small native seed company located in north central Montana. I moved to Davenport Washington in 1987 and became a partner in a native seed company. I am still at the same location in Davenport, Washington. Our name is Rainier Seeds Inc., and we are a native seed company.



### Darin Justus

Founded on December 1st, 1959 by Roland "Curly" Justus, Justus Bag Company has earned a long-standing reputation of commitment in quality and service. Thanks to the hard work of my grandfather and my father, I am the third generation to lead this company into the future. My grandfather and father are the foundation of our company. We have been in business for almost 60 years and it is my privilege and honor to be able to lead Justus Bag and our team into the future as we continue to grow and expand and serve in several different industries.

I have been with our company for over 25 years now. Just like my grandfather and my father, I started out working in the warehouse cleaning used bags, both polypropylene and burlap. Just as my founding fathers did, I spent many years in the warehouse as "the grunt" and learned all facets of our business from the ground up – the only way to learn!

With a full production facility in Spokane, Washington and Portland, Oregon we continue to focus on our customers as our partners with our goal to make sure we all succeed in business together. There is no question the bag industry has changed since 1959. We have grown to keep up with the changing demands and expectations of our clients and the bag/packaging industry. However, as our company continues to be successful because of our loyal business partners, one thing will ever change for Justus Bag....we are built upon the foundation of honesty, integrity, and competitiveness.



### Carolyn Lockwood

Carolyn E. Lockwood, CFO of Corvallis Feed & Seed, Inc. has run the company for the last 15 years in all aspects of accounting, buying, selling, production, inventory (including freight and export wheat overseas), and building custom forage blends for California, Canada and local customers as well.

Carolyn graduated in a small agricultural town of Dos Palos, CA where she lived on a 35-acre cattle ranch that fed 1500 heads of cattle. As a young girl, she was active in helping on the ranch with branding, feeding, and riding horses for fun with the guidance of her grandfather. Carolyn later took on the task of working at Hammond Ranch that employees 100+ employees that is an agricultural based ranch that handled garlic, beans, tomatoes, cantaloupe, lettuce, beets, along with other crops. Carolyn then ended up in Chowchilla with Lockwood Seed and Grain, where she met her husband, David Lockwood, and later helped manage the office and helped the company to grow. The family business sold and David and Carolyn decided to move to Oregon to pursue a career in Corvallis Feed & Seed, Inc.

Carolyn has been active in supporting local 4-H, FFA, and has been a member of the Oregon Women of Ag for the last 10 years. She is also the Secretary/Treasurer of the PSA for 2017-18 term. She is also a member of the Oregon Feed & Grain where her husband is the President for the 2017-19 term.

Carolyn's biggest passion outside of work is her family. She especially enjoys her grandchildren and working outside with her plants and gardening, traveling is also something she enjoys.



### Martin Luttrell

Martin Luttrell has 38-years of experience in the seed industry. He began his career with NAPB in 1978 and worked in the Alfalfa industry for 26-years. In 2005 he was employed by Summit Seed Coatings and has been working there ever since. He and his wife, Nita, have been married for 35-years and they have 4 children and 8 grand children. Martin enjoys the outdoors as well as golf outings with fellow seeds men and industry colleagues.



## SCHOLARSHIP COMMITTEE REPORT

Nicole Hostert, PSA Scholarship Committee Chairman, is happy to announce that the following individuals have been chosen as the recipients of this year's Pacific Seed Association scholarship!



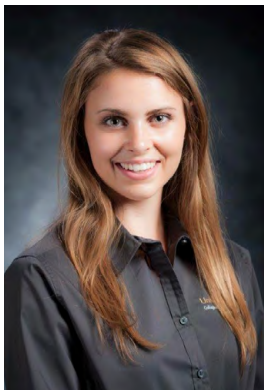
### Hannah Sweet

Hannah is a Junior at the University of Idaho, majoring in Sustainable Landscapes and Cropping Systems with an emphasis on Environmental Horticulture. She has four years of experience as a seed crop field inspector with the University of Wyoming Seed Certification Service and following graduation, she would like to enter the seed industry at the state level in one of the western states.



### Wesley Crump

Wesley is a Junior at BYU, majoring in Plant Genetics. He has experience working in the BYU Lifescience greenhouse and hopes to pursue a career in the seed industry, working for a company doing both research and field studies.



### Sara Mosman

Sara is a Sophomore at the University of Idaho, majoring in Agriculture Economics and Marketing. She grew up on a dryland seed farm, and has interned for the University of Idaho as a nursery technician and for Clearwater Seed. Following graduation, Sara plans to work in the native grass and wildflower industry, marketing seed for reclamation purposes.

## HISTORIAN COMMITTEE REPORT

Representing the fourth generation in a family operated field seed business, I have come to understand the importance of history in our industry. The Pacific Seed Association has been providing opportunities for seed professionals to collaborate for over ninety years. Founded in 1926, the PSA has endured through trying times and good, and has remained a valuable resource for its members.

When you consider the advancements that have been made in the seed and farming industries since the inception of the PSA, the true pace of our progress can be seen. According to historical averages recorded by the USDA, in 1933 the average grain yield for Barley was 15.9 bushels per acre; in 2010 averages topped 73.1 bushels per acre. Wheat averages escalated from 10.9 bushels per acre in 1876, to 47.1 bushels per acre in 2013. Grain corn averages went from 18.2 bushels per acre in 1901, to an astounding 171 bushels per acre in 2014. Yield increases such as these are a testament to our own advancements in seed breeding and production. These advancements are in large part due to the collaboration that takes place within all aspects of the seed industry.

Organizations like the PSA have been giving industry professionals a spring board to address issues and challenges that face us, and has allowed members to continually reach towards the common cause of progress. We are continually raising the bar for what is possible in our industry, and the PSA continues to play an integral part in the process. As chair of the Historian committee, I plan to continue to highlight the path towards progress for the membership, and to emphasize the importance of our roots.

I invite any member to contact me to share and collaborate convention photos, historical documents pertaining to the PSA or the seed industry, or anything that may be historically pertinent and worth discussion and remembrance.

Grant Baglietto  
PSA Historian Committee Chairman

## NATIVE SEED COMMITTEE REPORT

As chair of the native seed committee, I plan on working native seed issues and topics that are relevant to the membership of the PSA. There isn't a whole lot to say at this time concerning crops reports. Most of the native seed production fields throughout the PNW came out of the winter in good shape. We have several months until we will be harvesting but at this time it looks like the crop will be average to better than average for many of the species.

The debate in the Midwest over common pigweed being identified as Palmer Amaranth is a major concern for native seed suppliers. The bottom line is that pigweed in native seed is going to be a big problem in the very near future. Many of the people in the industry that I spoke with believe that pigweed may become a prohibited noxious weed in many states by this fall.



The new administration has produced a lot of unknowns. The native seed industry relies on government regulation to provide the needed push for much of the seed we sell. The demand we need comes from CRP, Fire Rehab, wildlife habitat enhancement or any of the many numerous programs that require land managers to use vegetative solutions to their land management problems. We hope that the current administration will at a minimum, retain the status quo for seed use regulations.

As always, as members of the native seed industry we hope for the best and continue to provide quality seed at a fair value to our customers. I would also like to take this opportunity to urge anyone to bring subjects that they feel are relevant to my attention so that I can get them out to the membership.

Mike Ingham  
PSA Native Seed Committee Chairman

# UPCOMING EVENTS

June 12-14, 2017 Idaho Eastern-Oregon Seed Association  
Summer Convention  
*McCall, Idaho*

June 19-21, 2017 Montana Seed Trade Association  
Summer Convention  
*Big Fork, Montana*

June 20, 2017 PSA Summer Board Meeting  
9:30 AM Conference Call

June 21-24, 2017 American Seed Trade Association  
Annual Convention  
*Minneapolis, Minnesota*

June 23-24, 2017 Oregon Seed Association  
Summer Convention  
*Bend, Oregon*

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MARK YOUR  
CALENDAR!

## CONTACT US

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