

FEBRUARY 2018

OREGON WHEAT

An Official Publication of the Oregon Wheat Industry

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Global, National, Regional, State, Local - 2017 Tri-State Convention Covered All the Bases

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Tax Reform Proposal Becomes Reality

24

Wheat Marketing Center - Connecting Growers and Customers through Education and Research



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of the Tri-State
Grain Growers
Convention photo
contest, by Judy
von Borstel,
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Brent Cheyne
President

A New Year, A New President

The holidays should be in the rear view by the time everyone reads this and it is my hope that you and your families had an awesome holiday season. Let's hope for a prosperous year in 2018.

For those who do not know me, I will use this to introduce myself. My name is Brent Cheyne, a fourth-generation farmer from Klamath Falls. I produce alfalfa, wheat, barley, oats and angus cattle. I also have dryland farming interests in Sherman County. I have a son, Rodney, who farms with me and is the new Klamath County President for the Wheat League. He and his wife have four children, so the fifth and sixth generations are hopefully in place.

Looking ahead to the 2018 wheat crop, things looked pretty good heading into the winter, so let's hope good yield and good quality are in the offing. I certainly hope that we do not see a recurrence of the low falling number (LFN) problems of a couple years ago. We have plenty of marketing and trade policy issues to worry about without this issue rearing its head again. LFN is a complicated issue, with multiple triggers and consequences for product quality, testing problems, and differing

susceptibility across wheat varieties. I am confident that the wheat industry can solve the falling numbers riddle, but it will take sustained effort and funding for several years. My hat is off to all the people working in this area.

Soft white wheat from the PNW is often the highest priced wheat in many overseas markets. It seems to me that the emphasis that we as growers place on high quality is paying a good dividend, but we need to stay focused to keep it that way. For years our motto has been "Oregon Wheat Feeds the World". Maybe we should add or change it to "Oregon Wheat Feeds the Most Quality Conscious Consumers in the World" or "High Quality and Customer Service Come First".

Salem and Washington, DC will provide us with many challenges in the year ahead. A new Farm Bill, pesticides, carbon regulation, local initiatives, PERS, taxes, and the fall elections will keep us busy, but I think your Board and League staff are ready to dig-in and get to work.

The opportunities to make a difference for agriculture are exciting and rewarding. I am very happy to be a part of the team making the most

of our opportunities for bettering the wheat industry. Key leaders from the League will be traveling to DC and Salem in the next couple months, working on your behalf. I hope you will be ready to step-up and lend a hand, whether by making a phone call, sending an email, or coming to talk to legislators or testify at a hearing. Your support is critical to our overall effectiveness in the policy arena.

I never thought that I would enjoy the lobbying and policy work, but I can tell you from personal experience that I have found it interesting and rewarding. I am willing to bet you will too.

Here's hoping we have a great 2018.



Brent and his son, Rodney, farm in Klamath County



Global, National, Regional, State, Local - 2017 Tri-State Convention Covered All the Bases

Blake Rowe, CEO, Oregon Wheat



Three days sitting in an airport due to a weather delay or camped-out in a line waiting to buy the latest hi-tech gadget can seem like forever. In contrast, three days at the 2017 Tri-State Grain Growers Convention seemed to fly-by as a jam-packed program took attendees on a whirlwind tour

of global trends, trade policy, international and domestic markets, national, regional, state and local issues, and practical tools to help everyday operations. Tickets to one of the Garth Brooks concerts in Spokane would have been a nice capper to the program, but let's not get carried away.

While the formal program kicked-off on Thursday, early arrivers had a chance to attend a joint meeting of the Oregon Wheat Commission, the Washington Grains Commission, and the Idaho Wheat Commission. The Commissions usually meet together once or twice a year and it is always a great opportunity to coordinate priorities and get the PNW region speaking with one voice. It gives us the maximum influence when we do. This year the main topics were finalizing the arrangements with US Wheat (USW) to hire a technical expert for their South American office in Santiago, Chile and getting a pretty blunt letter out to the National Association of Wheat Growers (NAWG) and the National Wheat Foundation (NWF) to press them to incorporate a meaningful wheat quality component in the National Wheat Yield Contest. The new USW position,

with the support of PNW funding, is moving forward quickly, with the search process possibly starting in early 2018. The letter to NAWG and NWF on the quality component went out at the end of November, with the support of the three commissions and the three PNW wheat grower associations.

Perhaps the most fascinating presentation at the Tri-State was the keynote speech by Peter Zeihan, a global strategist and author, who looked at the trends that will drive global events over the next few decades. Demographics, food security, and the use of fracking techniques to tap into shale oil reserves are driving unprecedented change in international relationships. In Zeihan's view, America will be largely unaffected because we have a stable population demographic, capable of maintaining or increasing our levels of consumption and investment, a high level of food security, and are no longer dependent on oil from other areas of the globe. He highlighted three regions, Western Russia, the Persian Gulf, and East Asia, where local conflicts are likely, driven by declining populations, lack of resources, food insecurity, and aggressive governments (See Exhibit 1). He also noted that the impacts of climate change will likely make these issues worse.

Vince Peterson, the new President of USW, provided a more wheat centric view of world markets in his presentation at Oregon's Gala Banquet. Peterson's detailed knowledge of our wheat markets was on display as he explained the profound shifts that have occurred over the last 25 years. He described the supply and demand factors driving markets and the important role of wheat quality in enabling us to compete with lower priced wheat on the world stage. USW is working to adjust their strategies and staff in response to these trends and has focused their mission statement and goals on profitability for growers and value for customers (See Exhibit 2). Many growers commented about the quality of the presentation.

Prior to the banquet, the OWGL Board of Directors met, and Annual Member Meeting was held. In addition to annual reports from staff and Lobbyist Amanda Dalton, growers heard presentations from a variety of speakers including Director Alexis Taylor of the Oregon Department of Agriculture, Dean Dan Arp of OSU's College of Agriculture, Rick Williams of USDA's Risk Management Agency (RMA), and Chandler Goule and Josh Tonsager, CEO and VP of Policy and Communications, respectively, for NAWG. Dean Arp reported good news on OSU's

- continued on page 9

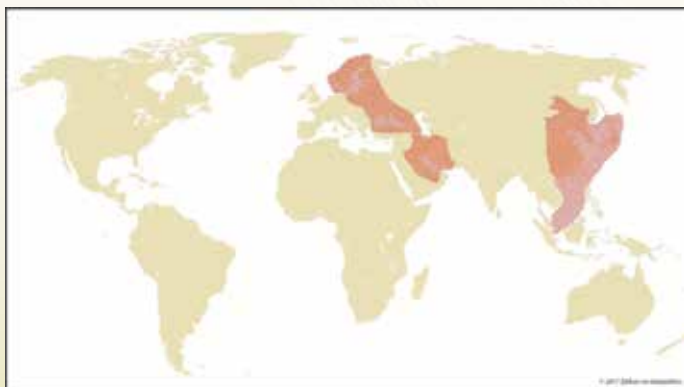


Exhibit 1. Zeihan's Likely Areas for Local Conflict

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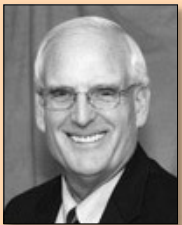
At 2017 Tri-State Grain Growers Convention

President Dana Tuckness presented the annual wheat industry awards to individuals who've made a significant contribution to the League and the wheat industry this year. The awards ceremony was held during the OWGL Gala on November 9th in Spokane, Washington.

Brent Martin of Lexington, was chosen to receive the **2017 Outstanding Board Member** award. Brent, OWGL's Morrow County President, is an active and engaged member of the OWGL Board, as well as other organizations in his community. He never hesitates to go the extra mile in serving his fellow wheat producers, his community and his family.



Congressman Greg Walden was selected to receive the **Above and Beyond Award**. Congressman He has been the sole republican in our delegation for many years. He has been a strong and consistent advocate for wheat, agriculture, forestry, transportation, research funding, rural communities, and countless other issues.



The **Voice of the Industry** award was presented to Senator Bill Hansell. Senator Hansell is serving in his second term in the state legislature. His district is rural and is the third largest in Oregon. He is one of the League's "go to" legislators and he is always willing to make time for growers, listen to concerns, and share his counsel on key issues.



OWGL Leadership chose to honor Representative Cliff Bentz with the **Friend of Oregon Wheat Award**. Rep. Bentz serves one of the largest districts in the House of Representatives, comprising Baker, Grant, Harney, Malheur, and part of Lake Coun-

ties. He is a strong advocate for agriculture and natural resources, and for rural Oregon. His efforts in the last session are another chapter in a long list of great work, and we look forward to working with him in the Oregon Senate.

While Congressman Walden, Senator Hansell, and Representative Bentz were recognized at the gala, their awards will be presented next February in Washington DC, and Salem.

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2017 Tri-State Grain Growers Convention Highlights

Oregon events within the convention were engaging and informative.



Alexis Taylor, Director of ODA, was the guest speaker at the Annual Members Meeting.

Dana Tuckness, President, inducted the 2018 Executive Committee effective January 1st: Brent Cheyne, President; Alan von Borstel, Vice President; and Clint Carlson, Secretary Treasurer.



Board of Directors Meeting highlights

Chandler Goule, CEO and Josh Tonsager, Legislative Director of NAWG provided timely updates on the Farm Bill and tax reform.

Rick Williams, RMA reviewed changes in how fire losses are handled for APH and 3rd party loss coverage, and other updates.



Dana welcomes 2018 Secretary/Treasurer Clint Carlson to the Executive Committee. Clint serves as the Gilliam County President.

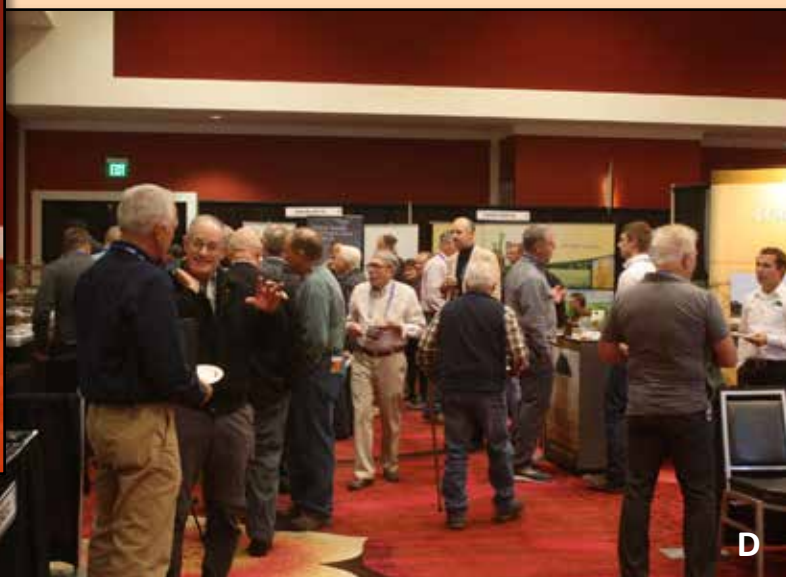
Vince Peterson, President of US Wheat Associates, addressed the growers with an engaging presentation on world markets.



Brent Martin, recipient of the Outstanding Board Member award, with his wife Jill and daughter Eva.

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2017 Tri-State Grain Growers Convention Highlights



A—Representatives from the National Organizations weighed in on ag issues during a panel discussion: (l-r) Dwight Little, President of the National Barley growers Association; Mike Miller, Chairman, USWheat Associates; Chandler Goule, CEO of the National Association of Wheat Growers; and Jerry Hagstrom, author of the Hagstrom Report. Marci Green WAWG president moderated.

B—Nearly 450 growers, industry stakeholders and exhibitors enjoyed stand-out presentations during the meals.

C—The Fairfield Air Force Base Honor Guard presented the flags at the opening breakfast.

D—Trade show representatives interacted with growers during the breaks.



Exhibit 2. USW's Mission Statement and Long-Term Goals

decision to prioritize the hiring of a new Extension Cereals Specialist to replace Dr. Mike Flowers. Williams reviewed RMA's changes to how fire damages are handled in calculating a grower's average production history – great news as OWGL has been pressing for these changes for several years. Goule and Tonsager talked in detail about both the next Farm Bill and tax reform, reviewing proposals that might be included in legislative proposals. As always, they took comments and answered questions from growers.

A little administrative work was a necessary part of OWGL's Annual Members Meeting. The members reviewed the FY2017 Audit Report and elected the League's 2018 Board of Directors and Officers. Clint Carlson will be joining the Executive Committee for 2018 as the League's Secretary/Treasurer.

The Board of Directors announced four League awards during the banquet, honoring the work and contributions of Board Member Brent Martin, Congressman Greg Walden, State Senator Bill Hansell, and State Representative Cliff Bentz. Details on the awards and recipients can be found in the Convention Recap in this issue.

Three breakout sessions on Friday provided growers with the chance to select from an array of fifteen presentations on a variety of topics including market forecasts, new wheat traits and varieties, projected payouts for ARC/PLC, succession planning, water rights, and accounting and data management tools. These sessions were separated by opportunities to interact with a wide variety of vendors in the Exhibit Hall.

As always, the Tri-State Convention provided a great chance for our growers to look back at the events of the past

Sheraton. We'll have to see about those Garth Brooks tickets...



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Taking Stock - Trade Policy

Wally Powell, Chair, Oregon Wheat Commission



While this column is focused on trade policy, I would like to begin by covering values of varying currencies. I will set aside thoughts on the use of bitcoin within the grain trade for another time.

One of the simplest things to do on a computer is to pull up currency charts; the easiest is likely to be from your investment or trading advisor. A few comparisons against 2013 values:

- The Russian Ruble, Australian Dollar, Canadian Dollar, Argentine Peso, Brazilian Real, have all dropped in value against the dollar since 2013;
- The Yen is trading off, as is the Philippine Peso; the Korean Won is down slightly.

It is likely that the Fed will continue to raise interest rates as well as draw down funds from the quantitative easing program. It would be expected that the dollar will remain strong, or perhaps strengthen more, if these actions continue. The U.S. is tightening monetary policy and raising interest rates as other central banks are maintaining various stimulus programs and low or negative interest rates. A strong dollar is normally challenging to export grain sales, making our wheat relatively more expensive to major customers in key markets like Japan, the Philippines, and Korea, while at the same time making wheat from major producers like Canada, Australia, Russia, and Argentina relatively less expensive. Relief is not in sight as long as these trends in monetary policy continue.

Trade Policy

Every once in a while, people attain power over trade policy with views differing from your own. I think the Assistant to the President, Director of Trade and Industrial Policy is a protectionist with economic views that are considered misguided by most economists. The Commerce Secretary is best known for buying bankrupt companies, in order to refurbish and resell at a later date. He will be best

known in future years for overstating his wealth to Forbes by at least double if not triple. The U.S. Trade Representative is another matter entirely. Mr. Lighthizer is well thought of by most and served during the Reagan Administration. Over 80% of the Senators voted for his confirmation.

The Trump administration has shifted trade policy from multi-party trade agreements to bilateral agreements focused on correcting trade imbalances. One of the first actions of the administration was to pull the U.S. out of the Trans-Pacific Partnership (TPP). Another was to open discussions on revisions to the North American Free Trade Agreement (NAFTA). NAFTA has been beneficial to U.S. grain exports, and the TPP agreement would have been beneficial to these interests as well. The Administration has also started renegotiation of the Korean Trade Agreement (KORUS) and has indicated the Colombian Trade Agreement will receive the same treatment. I wonder when the negotiations that will benefit agriculture are going to start.

NAFTA

Several meetings have been held, with little agreement to this point. It would appear that the January discussions will be critical. After the November discussions, the American representative said that there had been no evidence of Canada or Mexico being serious in engagement on provisions leading to a rebalanced agreement. There is a suggestion that if progress is not made during the January talks, then the U.S. will give notice of withdrawal from the agreement.

TPP (less one; now called the CPATPP)

In mid-November, the eleven countries remaining agreed to push ahead with the agreement; with most of the terms from the original agreement still in place. What has changed?

- We no longer have a Trans Pacific Partnership. The agreement is now called the Comprehensive and Progressive Agreement for Trans-Pacific Partnership;
- The chapter on intellectual property and several other provisions pushed by the U.S. have been largely eliminated from the revised agreement. Whatever;

- Tariff and market access mechanisms stayed in place with tariffs dropping to zero on 95% of goods traded within the eleven-nation bloc.

European Union Actions

The EU has been busy over the past several years. Following four years of discussion, efforts have culminated with the EU signing the world's largest free trade accord with Japan in early December. The Union is also in talks with Mercosur, the South American trading bloc, and with Canada; and is negotiating an updated trading agreement with Mexico.

U.S./Japan Bi-lateral

The U.S. is eager to move forward with discussions leading to an updated agreement with Japan. Japan is not interested. Two meetings were held during 2017, the last in November, and the Japanese finance minister made two statements related to these talks. The first was that Japan will not make concessions on farm tariffs, as it did for the TPP, while in trade discussions with the U.S. The second was that Japan will not enter into a bilateral trade agreement with the U.S. I think you could say that the Japanese feel the U.S. had an agreement in place, and walked away from that agreement. That agreement was the TPP.

Thoughts

Eleven months is a very short period of time when discussing trade negotiations. On the other hand, you either lead, or you join, or you get set aside for another time and place. Japan has moved forward with two large trade agreements. The EU has moved forward on several fronts. Russia and China are moving forward as well. In fact, it appears things are moving fairly well for all of the parties involved in these various agreements.

I think it is fair to say that things aren't moving forward so well for the U.S. The shift to a bilateral trade approach isn't bearing much fruit so far.



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The OSU Weed Science Programs conduct numerous herbicide evaluation studies statewide, including studies that explore weed management programs for improved weed control in Oregon wheat. Portions of ongoing weed management research and Extension projects in winter wheat and spring wheat, including wheat herbicide evaluations, funded in part through the Oregon Wheat Commission (OWC), are highlighted in this article. For example,

wheat growers have access to new broadleaf weed management tools to control problem species and help manage ongoing issues with herbicide resistance in weed species and concerns about herbicide drift/volatility.

One of these new broadleaf weed herbicide products is called Quelex with Arylex Active®. This is a new product registered for use in wheat, barley and triticale from Dow AgroSciences and is a premix of the new Group 4 synthetic auxin material halauxifen plus a Group 2 florasulam active ingredient. The halauxifen component of this product will allow wheat producers to manage glyphosate and ALS resistant broadleaf species while florasulam is a newer ALS-inhibiting herbicide. Another advantage of this new synthetic auxin component is that it is not as volatile as some of the older products and formulations in this class of chemistry including 2,4-D and dicamba. Quelex will be a useful tool for growers who need to treat wheat acres near sensitive broadleaf crops including vegetables, grapes, berries and tree fruit and nut crops. Halauxifen

Why Does This Matter?

- ▶ **Extension trials provide growers with impartial information on new products**
- ▶ **New products and IPM are critical to preventing and managing weed resistance to herbicides**

also has some positive characteristics from a herbicide fate perspective in that it does not have some of the compost or treated grain forage restrictions that other synthetic auxin products like clopyralid (Stinger®) and aminopyralid (Milestone®) currently have. In OSU trial work, this product has been effective on a wide array of broadleaf weed species including mayweed chamomile, prickly lettuce, mustard species, kochia, sowthistle, bedstraw and others. It has also been very safe when applied to a number of wheat varieties. Quelex may be applied as a pre-plant burndown or postemergence to wheat that is 2 leaf-through the flag leaf stage, but we recommend that it be applied when broadleaf weeds are less than 4 inches in height. The use rate in wheat is currently 0.75 ounces/A and it can be applied with a variety of adjuvants and surfactants and with liquid fertilizer as a carrier. There is a plant back restriction for most rotational crops in OR of 9 months following applications in wheat.

Another newer broadleaf herbicide for use in wheat that is showing promise is Talinor®. This Syngenta product is currently labeled for use in wheat and barley and is a premix of a newer Group 27 4-HPPD inhibiting herbicide called bicyclopyrone plus the older Group 6 material bromoxynil. Similar to the Quelex product, this herbicide will be a useful resistance management tool as we currently have very few broadleaf weed populations in OR resistant to Group 27 herbicides. It will control glyphosate and ALS resistant biotypes of key broadleaf weed species. It is also non-volatile, making it a useful tool for treating wheat acres near sensitive crops. In OSU trial work in winter and spring wheat, this product has been effective on mayweed chamomile and we discuss its use in a new PNW Extension publication on mayweed

chamomile entitled PNW 695-Integrated Management of Mayweed Chamomile in Wheat and Pulse Crop Production Systems (<http://cru.cahe.wsu.edu/CEPublications/PNW695/PNW695.pdf>). Talinor is also effective on kochia, Russian thistle, prickly lettuce, bedstraw and mustard species among other species. Talinor may be applied to wheat in the 2 leaf- through the pre boot stage; the use rate in wheat is 13.7-18.2 ounces/A. Talinor should always be applied with the spray additive CoAct+ and crop oil concentrate is the preferred adjuvant for use with Talinor. We would recommend the highest use rate for large or stressed weeds. Plant back restrictions following applications in wheat vary by use rate so consult a current Talinor label when planning crop rotations.

Weed management Extension efforts have been ongoing throughout 2016-2017 and have included research update presentations at several industry winter grower meetings and Extension-organized grower meetings across the state, including Hermiston, Forest Grove, Albany, Salem, Corvallis, Hood River, among others, as well as field tours of research plots at Hyslop Research Farm. The primary focus of these Extension meetings and field day presentations has been to update growers on field research results, as well as to review best weed management practices in wheat. Because topics at these meetings almost always focus on integrated weed management strategies

or continuing education topics such as managing herbicide resistance or herbicide site of action discussions, they are a good opportunity for growers and crop consultants to earn ODA pesticide license recertification hours.

In summary, the funds provided by the Oregon Wheat Commission are vital for continued herbicide evaluation and weed management studies as well as our ongoing wheat-related Extension efforts. We continue

- continued on page 17

15-16 Grant Title and Funding Level

Hulting and Mallory-Smith

Oregon Wheat Statewide Weed Management Research and Extension

\$63,150

16-17 Grant Title and Funding Level

Hulting and Mallory-Smith

Oregon Wheat Statewide Weed Management Research and Extension

\$60,900

Summary of Grant Activities

The OSU Weed Science Programs conduct herbicide evaluations across the wheat growing regions of Oregon to identify new chemical control strategies for difficult to manage weeds in wheat. The process for EPA registration of new herbicide products requires site-specific information on weed control efficacy, crop tolerance, and environmental behavior across a broad range of agricultural environments. We work with the agricultural chemical industry and the Oregon Department of Agriculture to help register safe, effective herbicide products for use by Oregon wheat producers. We collaborate with the OSU Wheat Breeding and Cereal Extension programs and weed scientists across the Pacific Northwest (PNW) to ensure that locally-adapted winter and spring wheat varieties exhibit adequate crop tolerance to commonly applied chemical weed control products. A large portion of our weed research in winter wheat focuses on winter annual grass weed management including management of downy brome, rattail fescue, Italian ryegrass and key broadleaf weed species. Research is also conducted to improve understanding of weed biology and herbicide resistance in weeds, and to identify weed management practices that prevent or delay the occurrence of herbicide-resistant weeds. New information derived from statewide weed research is disseminated to Oregon wheat growers and consultants using an array of Extension programming methods. These methods include participation in Extension, grower and industry meetings, development of Extension publications and web-based delivery of research results, and the continued development of the five wheat-focused chapters in the Pacific Northwest Weed Management Handbook (both print and online versions, <http://pnwhandbooks.org/weed/>).



Hot and Humid in Cartagena

Darren Padget, Chair, Oregon Wheat Commission



After the Thanksgiving holiday last November, I had a great opportunity to connect with customers from across Latin America at the 2017 ALIM Conference in Cartagena, Columbia. For those not familiar with this

particular event, ALIM stands for the Latin American Industrial Millers Association (the acronym is more logical in Spanish). This group was founded in 1980 in Santiago, Chile and includes representatives of 17 national milling industry groups from across Central and South America and the Caribbean. The Conference was a good opportunity to follow-up on some of the customer contacts we made during the 2016 Latin American Buyers Conference (LABC) in Portland.



Speaker: Day one of the ALIM conference. Vince Peterson, US Wheat CEO, will speak today. Well attended. I continued to learn. Many prefer our product, but there are trade and phytosanitary issues to overcome.

My trip started out a little rough, as the first leg of my travel was delayed, which messed up all my connections to get to Cartagena. What would have been ten hours of travel, turned into twenty. What was supposed to be a Los Angeles to Panama to Cartagena route, turned into a Houston to Bogota to Cartagena marathon; minus my suitcase of course. I was supposed to arrive on Saturday night at 10:30,

and ended up getting there at 9:00 Sunday morning. Thankfully, a guy found me staring at an empty luggage belt and said my suitcase would be there in the afternoon and would be delivered to my hotel.

After I finally got to my hotel, I was able to connect with Mark Fowler (US Wheat Associates) and Mike Miller and Joe Bippert (WA Grain Commission). We did a little sightseeing in downtown Cartagena and had lunch, before the heat and humidity got the best of us and drove us back indoors. Ninety degrees and 95% humidity were quick reminders that we were at sea-level and close to the equator.

That evening was the welcome reception, sponsored by USW. It was nice to hear from a steady flow of folks who had been at the LABC in 2016 and come on the tour out to our farm. All told, about a dozen attendees commented on this during the conference.

The conference program was very good. Obviously most of the presentations were in Spanish, but translation was provided. Very interesting to hear technical and market experts from across the region, people I didn't know, talk about some of the same issues we hear about here at home or from customers in other countries. Vince Peterson and Mark Fowler both spoke about markets and USW's



Approach to Cartagena, Colombia: On the approach to Cartagena, Colombia to attend the Association of Latin Industrial Millers conference. Warm and very humid. We had a welcome reception tonight and it was nice to run into a few that had attended our shop BBQ in 2016 (OWC Trade Team hosted by Padget Ranch). One thing that was nice to learn, is that the people who came out to the farm had a great time and enjoyed mingling with the neighbors who donated time to make it a success. Time very well spent working this fast growing part of the world. Conference will be 3 days.

program. Representatives from Canada's wheat industry were on the program as well, a real reminder we must compete for these markets. There was also a trade show connected to the conference, with a wide range of equipment suppliers, exporters, and food manufacturers on display.



ALIM Conf Delegates: Mitch, Mark, Casey, Joe, Darren Padget, Vince Peterson CEO, USW; Mike Miller USW Chair, Alvaro, and Oswaldo.

One of my biggest takeaways, is that marketing problems are universal. Presenters and attendees talked about gluten concerns, obesity issues with youth, and interest in whole wheat products. Customers are looking to suppliers for help with these and other questions.

There were many questions from people trying to understand the Americas' new approach to trade

policy, especially with the NAFTA negotiations. Some countries are trying Argentine wheat and looking at other producers like the EU or Black Sea, as a hedge against losing access to US wheat. I came away convinced that we need to have a stronger presence in this part of the world, especially right now with the uncertainty around trade policy. We are selling a mature product, and the only way to differentiate ourselves is through quality and customer service; the relationships matter.

One very memorable conversation was my visit with a lady from Venezuela's milling industry. Things are getting much worse in Venezuela; a sad example of what can happen when government policy wrecks an economy. She had been 15 days with no wheat to mill, while at the same time, the government is importing pasta to feed its people. She was not a happy camper.

I also enjoyed the chance to spend some extended time with USW staff. USW has great people, but they face some challenges as they address the need to shift resources to match markets and the need to manage some key retirements that will occur over the next few years.

In conclusion, it was a good trip, my luggage showed up as promised, I understand the South American market a bit better, and I have a better grasp of the challenges U.S. Wheat faces which will be beneficial if I get elected to go through the chairs.



- continued from page 15



to build on OWC funding to pursue projects that are important to Oregon wheat growers. For more information on these projects please contact us.

Andy Hulting:
andrew.hulting@oregonstate.edu
 541-737-5098

Carol Mallory-Smith:
carol.mallory-smith@oregonstate.edu
 541-737-5883



What does the OWGL do for you?

- Serves as your voice at the State and National levels of government during the creation and implementation of new laws and regulations.
- Partners with the National Association of Wheat Growers (NAWG) and other wheat states to lobby Congress on critical wheat issues.
- Represents Oregon's interests on the NAWG Board of Directors and NAWG committees. (www.wheatworld.org)
- Builds relationships with state and federal agencies to bring favorable changes to administrative rules and/or the creation of new programs.
- Partners with other organizations such as Oregonians for Food and Shelter, Associated Oregon Industries, PNW Waterways Association, and many others on agriculture and business policies.
- Member of the Wheat Foods Council, the national wheat education association, to promote the benefits of wheat based foods (www.wheatfoods.org).
- Publishes regular member communications: the bi-weekly newsletter, and the bi-monthly magazine (which is also mailed to all assessment-paying wheat growers, regardless of membership status).
- Identifies and trains future industry leaders.
- Organizes educational seminars and county grower meetings, and partners with Idaho and Washington for the Tri-State Grain Growers Association.
- Provides staff support for the Oregon Wheat Foundation and Oregon WheatPAC.
- Maintains the industry website and social media sites.



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The above dues amounts include a pre-set Oregon WheatPAC donation of \$25. If you wish to opt-out, reduce the above amount by \$25. You may also opt to increase your PAC donation. Oregon State offers a tax credit of up to \$100 for joint filers.

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Questions? Call the OWGL office: 541-276-7330

Grower Profile - Wade and Ange Bingaman



Wade joined the Oregon Wheat Growers League board of directors last spring, serving his fellow wheat growers in Union and Baker Counties. His introduction was published in the April 2017 issue of Oregon Wheat.

This fall, the Union County Chamber of Commerce recognized residents from around the county at their annual banquet on November 9th. Wade and Ange

Bingaman, who farm near Imbler were awarded the Conservation Farm of the Year award. The Bingamans raise Kentucky bluegrass, fine fescue, peppermint, barley, hay, and wheat on their farm.

The couple was recognized for the many steps they have taken to farm their land in a manner that does not harm their land, including no-till farming, raising crops or pasture from year to year without disturbing the soil through tillage.

The Conservation Farm of the Year award also recognizes the Bingamans for their community service, including the many boards Wade serves on, such as the Imbler School Board which he has served on for 12 years.

The awards ceremony fell on the same day as the OWGL Annual Meeting and Gala Banquet in Spokane, Washington, within the Tri-State Grain Growers Convention. It was a tough decision to miss the annual OWGL event to accept this award, but the one-time event of accepting the Union County Conservation Farm of the Year award made staying home the best option.

Some of the content of this article was reprinted from an article in the La Grande Observer, November 10, 2017



Tax Reform Proposal Becomes Reality

Blake Rowe, CEO, Oregon Wheat



Just before Christmas, for the first time since 1986, legislation was passed that will make major changes to the federal tax code. The new tax law is in effect for the 2018 tax year, so it is important for taxpayers to get an early understanding of the legislation, while

there is still time to make necessary changes in response to the new provisions.

The entire process to develop and pass the tax reform law, now technically known as Public Law 115-97, but more commonly known as the “Tax Cuts and Jobs Act”, was an intensely partisan effort, passed by House and Senate Republicans with virtually no support from Democrats. In fact, a parliamentary objection by Senate D’s forced the official title of the bill to be renamed “An act to provide for reconciliation pursuant to titles II and V of the concurrent resolution on the budget for fiscal year 2018”. I like to be technically correct as much as the next person, but, unless I am looking for a stumper of a trivia question, I think I’ll just stick with the Tax Cuts and Jobs Act or TCJA.

The legislation was alternately hailed as a great achievement for American taxpayers or condemned as a give-away to the rich and corporations.

Why Does This Matter?

- ▶ **Changes in rates and deductions will affect all taxpayers**
- ▶ **Effects vary for different farm structures and income levels**
- ▶ **Provisions are in-effect for 2018 tax year**

• President Trump - “I would like to thank the members of Congress who supported this historic bill, which represents an extraordinary victory for American families, workers, and businesses.”

• Oregon Governor Kate Brown – “This reckless bill reduces taxes for billionaires and corporations. It strips millions of Americans of their healthcare. And it increases the deficit while hurting low-income Americans.”

• House Speaker Paul Ryan – “When people see their withholding improving, when they see the jobs occurring, when they see bigger paychecks, a fairer tax system, a simpler tax code, that’s what’s going to produce the results. Results are going to make this popular.”

The reality is likely somewhere in the middle; some good provisions, some less so, many that will depend on the specifics of each family or farming operation, and many elements that will be somewhat uncertain until the IRS translates the legislative language into the tax code. The legislation itself takes up some 560 pages and there are more pages of explanatory language to clarify Congressional intent. I am sure it qualifies as tax reform, but I doubt many will agree that it constitutes tax simplification.

The Congressional Joint Committee on Taxation estimated the overall impact of the proposal would add \$1.46 trillion to the federal deficit over 10 years. Supporters of tax reform have been quick to point out that taxpayers will get to keep more of their own money and that the tax reductions will trigger

TCJA		
Tax Bracket Percentage	Married Couple Income	Individual Filer Income
10%	\$0-\$19,050	\$0-\$9,525
12%	\$19,050-\$77,400	\$9,525-\$38,700
22%	\$77,400-\$165,000	\$38,700-\$82,500
24%	\$165,000-\$315,000	\$82,500-\$157,500
32%	\$315,000-\$400,000	\$157,500-\$200,000
35%	\$400,000-\$600,000	\$200,000-\$500,000
37%	\$600,000 or more	\$500,000 or more
Current Law		
Tax Bracket Percentage	Married Couple Income	Individual Filer Income
10%	\$0-\$18,650	\$0-\$9,325
15%	\$18,650-\$75,900	\$9,325-\$37,950
25%	\$75,900-\$153,100	\$37,950-\$91,900
28%	\$153,100-\$233,350	\$91,900-\$191,650
33%	\$233,350-\$416,700	\$191,650-\$416,700
35%	\$416,700-\$470,700	\$416,700-\$418,400
39.60%	\$470,700+	\$418,400+

Table 2. Comparison of Individual Tax Brackets and Tax Rates.

a wave of economic growth that will offset the projected increase in the deficit. It is important to keep in mind that virtually all the individual tax provisions in the legislation expire after 2025, reverting to the provisions in effect in 2017. The change in the corporate tax rate is the major provision not covered by this 8-year sunset. The major provisions of the legislation include the following:

- There continue to be 7 individual tax brackets, but all the rates have been reduced by 2.6% to 4% and the income breaks between brackets have been increased (i.e. lower rates are applied to higher income ranges than current law);
- Graduated corporate tax rates, currently ranging from 15 to 35%, have been reduced to a flat 21% rate. This reduction is permanent;
- Pass-through farm structures will have a new deduction on qualified farm income before applying the personal tax rates;
- The estate tax exemptions have been doubled, but the estate tax itself wasn't eliminated;
- Allowances for bonus depreciation

Item	Tax Cuts and Jobs Act	Current Law
Individual Rates	7 brackets (see Table 2)	7 brackets (see table 2)
Corporate Rate	21 percent flat rate in 2018 made permanent. Graduated rate structure eliminated, including 15% rate for taxable incomes of less than \$50K.	15%, 25%, 34%, 35% graduated brackets.
Pass Through Plan	Individual tax rates apply to pass through income, with 20 percent deduction. The deduction is reduced for businesses with income above \$157,500 (individual) or \$315,000 (MFJ). At higher income levels, income considered business profits will effectively be taxed at a top rate of 29.6 percent.	Pass-through income taxed through individual tax rates.
Self Employment Tax	Current law unchanged.	15.3 percent on first \$117,000 2.9 percent on next \$83,000 3.8 percent on income above \$200,000
Cash Accounting	Current law unchanged.	Allowed
Section 199 Domestic Production Activities Deduction (DPAD) (Co-ops)	Repeals deduction, but provides 20 percent deduction to agricultural or horticultural cooperatives and to members receiving payments from co-ops.	9 percent deduction
Bonus Depreciation	Immediate write-off of 100 percent of the cost of qualified property through 2022 with a gradual five-year phase-out after that, dropping 20 percentage points per year.	Take depreciation on 50 percent of the cost of new equipment during 2017, 40 percent in 2018, and 30 percent in 2019.
Section 179 Expensing of Equipment	Permanently increases the allowance to \$1 million with phaseout at \$2.5 million. Applies to new and used equipment.	Farms can expense \$500,00 of cost of new or used equipment, buildings, breeding livestock and dairy cows. Phased out when purchase exceeds \$2 million.
Estate Tax	Estate tax is not repealed. Exemption is doubled to \$11 million for individual and \$22 million for couple. The increased exemptions sunset on December 31, 2025, at which time exemptions revert to current law.	\$5.5 million-dollar exemption for individual and \$11 million for couple.
Step-up Basis	Current law unchanged.	Full Step-up allowed
Interest Deductibility	Interest deductible for farms and business with less than \$25 million in gross income. Includes provisions for farms that agree to alternative depreciation rules.	Business interest is generally deductible.

Table 1. Comparison of key provisions of TCJA to current law.

Item	Tax Cuts and Jobs Act	Current Law
Net Operating Loss and Carry back	Eliminates the carryback option, except for farming operations which are permitted a two-year carryback.	Taxpayers can carry a net operating loss deduction back two years and forward 20 years (farms have a special five-year carryback)
1031 Like Kind Exchanges	Limits 1031 exchanges to real property.	1031 exchanges used for property and equipment.
State and Local Taxes	Individual taxpayer's deduction for combined state and local property, income, and sales taxes limited to a max of \$10,000. Farmers allowed to deduct full property taxes on ag land in-production.	Full deduction of state and local property, income, and sales taxes.
Employer provided housing and meals.	Unchanged for housing but meals deduction reduced to 50% through 2026. Meal deduction eliminated after 2026.	From the employer's perspective, meals and lodging provided to employees are not considered to be compensation. They are 100% deductible as an ordinary and necessary business expense.
Capital gains	Unchanged except adjusted for inflation after 2017	0% on gains in taxable income up to \$75,900 (MFJ) or \$37,950 (individual) 15% from \$75,900-\$470,700 (MFJ) or \$37,950-\$418,400 (individual) 20% on capital gains over these amounts
Home Mortgage Interest Deduction	Allows for deduction of home mortgage interest (primary and 2 nd home) up to combined \$750,000. Interest on home equity loans not deductible.	\$1 million home mortgage interest deduction. Mortgage interest on 2 nd home also deductible.
Retirement Savings	Generally unchanged. Catch-up contributions eliminated for individuals with wages of \$500,000 or more.	Can contribute \$18,500 a year.
Child Tax Credit	Increases credit to \$2,000 per child and makes up to \$1,400 a refundable tax credit.	\$1,000 per each qualifying child.
Sale of Residence	Current law unchanged.	Ownership and use must be 2 out of 5 years.
Standard Deduction	Doubles standard deduction to \$12,000 for individuals and \$24,000 for MFJ.	Standard deduction \$6,350 for individuals and \$12,700 for MFJ.
Corporate Alternative Minimum Tax	Repealed	Applicable.
Medical Expense Deduction	Expands medical expense deduction exceeding 7.5 percent of adjusted gross income and rising to 10 percent beginning in 2019.	Deduction for medical expenses exceeding 10 percent of adjusted gross income.

Table 1 - continued. Comparison of key provisions of TCJA to current law.

and expensing of equipment purchases have been increased;

- Cash accounting and stepped-up basis provisions are unchanged
- Individual deduction for state and local property, income, and sales taxes is limited to a combined total of \$10,000;
- Capital gain provisions are unchanged, except for the inclusion of an inflation adjustment after 2017;
- Standard deduction for individual taxpayers and married couples filing jointly (MFJ) were increased to \$12,000 and \$24,000, respectively.
- Tax penalty for failing to have health coverage under the Affordable Care Act was eliminated.

Table 1 includes a more detailed side-by-side comparison of some of the key individual and agricultural provisions in the final tax reform legislation that was assembled by staff at the National Association of Wheat Growers (NAWG). Table 2 gives a comparison of the old and new tax rates and income brackets for individual taxpayers. The NAWG staff did very good work tracking the Congressional process and providing information to state associations like

OWGL. Except for some editing and clarification on my part, they deserve all the credit for assembling the comparison tables.

Please keep in mind this is only a preliminary summary, intended to help readers understand what is in the new tax law. It isn't comprehensive or complete, so

it shouldn't be relied on for your business or individual tax planning. For that, we urge you to sit down with your accountants and tax advisors early in 2018 and do your "homework" on the new law.

Clint Carlson Joins the OWGL Leadership Team of 2018



The OWGL Executive Team is proud to introduce your new Secretary/Treasurer for 2018:

It has been a pleasure representing Gilliam County on the Board of Directors since 2015. I have enjoyed serving the farmers in the county and meeting them at the numerous

field days and meetings during that time. I graduated from Oregon State University in 1983 with a degree in General Agriculture. My wife, Sarah, is also an OSU graduate, with a degree in Science Education.

We came home to the family farm after college. Sarah is currently the science teacher in Condon. We have two children: Alex, who is pursuing a Masters/PHD/MD at University of North Carolina at Chapel Hill, and Julianne, who just received a Business Administration Degree in Supply and Logistics at Portland State University, after achieving an Associate Degree in Apparel Industry Management from the Fashion Institute of Design and Merchandising in Los Angeles. She is employed at Expeditors, a freight forwarding company in Portland, OR.

Sarah and I farm about 3500 dryland acres, in a summer fallow/chemical fallow rotation, in Morrow and Gilliam County. We also do some custom harvesting.

My experience serving on the League Board has been valuable. I have benefited from the opportunity to learn about representing our interests at the Oregon Legislature in Salem and to lobby our Congressional delegation on several trips to Washington, DC. On a personal note, the chance to participate in the Wheat Industry Leaders of Tomorrow (WILOT) and the Oregon Wheat Foundation Future Leaders of Ag (FLAG) programs have been great learning experiences.

I want to thank the OWGL Nominating Committee for recommending me to serve on the Executive Committee of the Board, and to the membership at the

Annual meeting in Spokane for electing me as the new Secretary/Treasurer. I am looking forward to representing you in the coming year. As I step into my new role as an officer, there is an opportunity for another grower to take on the role of Gilliam County President. I want to encourage the younger farmers in Gilliam County to get involved in the League, and if you are interested in taking over as the County President, let me know. I can assure you that the experience and knowledge you gain from serving our industry will be very worthwhile.

Thank you,
Clinton R. Carlson



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Wheat Marketing Center - Connecting Growers and Customers through Education and Research

Janice Cooper, Managing Director, Wheat Marketing Center, Inc.



The Wheat Marketing Center (WMC) completed a major rebranding effort in 2017 in order to improve its communication with stakeholders and to more effectively market its technical training courses and share key research results. Changes include a new website, updated educational displays, and a new logo.

New Website: www.wmcinc.org

The new website, launched October, is designed to showcase WMC's unique capabilities including the Wheat Innovation Lab with its pilot scale cracker/biscuit, Asian noodle, and tortilla production lines [see Photo #1]. The home page also features videos explaining key analytical equipment and provides links to current events. Coming soon to the bottom of the home page will be a virtual tour of whole facility.



Photo #1.

The About Us tab includes lots of key information, including history of the Wheat Marketing Center and important role played by the seven charter state wheat commissions (including Oregon). Darren Padgett represents Oregon Wheat Commission (OWC) on the WMC board and current serves as Secretary.

New Displays:

The educational displays in the hallway outside the WMC play an important role in explaining basic facts about the wheat market to wheat stakeholders and to

Why Does This Matter?

- ▶ **WMC is funded by OWC to conduct critical education, research, and marketing programs**
- ▶ **Provides key technical outreach to wheat customers all over the world**
- ▶ **WMC provides a unique facility and expertise to customers and growers**

members of the general public. After close to thirty years with the old displays [Photo #2], it was time to update and refresh the educational displays in the hallway outside our office. With the help of our charter states and partners, we unveiled the new displays in October. There are five new screens and tablets, each covering a different part of the story of wheat and the Wheat Marketing Center: [Photo #3]

- Panel 1 – Welcome to the Wheat Marketing Center
- Panel 2 – All About Wheat and Wheat Quality
- Panel 3 – Moving Wheat from Farm to Market
- Panel 4 – Promoting U.S. Wheat Around the World
- Panel 5 – Our Global Customers

State-of-the-art technology allows the panels to be updated and enhanced without a major rebuild.



Photo #2.

Along with the rebranding projects, WMC has remained focused on its core mission of improving the understanding of how U.S. wheat can be used in end products to meet the changing demands of global customers. Grower workshops, crop quality testing, technical training, and research comprise the key programs.



Photo #3.

2017 Crop Quality Project

WMC completed this multifaceted project in October. With funding from the three PNW commissions, WMC collected and analyzed hundreds of harvest samples. Data was reported in the following ways:

- Weekly harvest reports
- Annual PNW Soft White Quality Report
- Annual USW Crop Quality Report (WMC provides SW and HWW data)
- PowerPoint presentations for USW crop quality tour

Crop quality reports are available on the WMC website.

Grower Workshops

WMC has hosted workshops for growers from Oregon, Washington, Idaho, and Montana in recent months. These sessions provide a snapshot of the world wheat market and explain the quality demands of customers who buy wheat from PNW ports. See the Media Gallery on the WMC website for recent photos.

Research Projects

WMC staff and Visiting Scholars conduct research to help wheat farmers respond to harvest challenges and take advantage of market opportunities. Research results can all be found on the WMC website. Current projects include:

- **Identifying Soft White Wheat Functional Characteristics for Saltine Crackers**

Funding Partners: *Idaho Wheat Commission, Oregon Wheat Commission, Washington Grain Commission*

Project Summary: In response to interest from customers in Latin America, WMC is working to identify soft white wheat functional characteristics for use in saltine crackers, with a focus on optimal protein levels and predictive tests for flour selection.

Status: Wheat samples have been milled and analysis is underway.

• Developing Instant Noodles with Aleurone-Fortified Flour

Funding Partner: *Chinese Academy of Sciences*

Project Summary: Scientists confirm that isolated aleurone is preferable to full bran because it contains higher levels of the most beneficial nutrients. WMC is investigating its impact on dough properties and instant noodle quality by substituting aleurone flour for refined wheat flour with the goal of developing an acceptable product formulation for consumers.

Status: Gary Hou presented the project findings to funding partners in China last month. The results were promising and may lead to additional product development work.

Technical Training

Each year, the Wheat Marketing Center conducts a series of technical training courses which utilize WMC's pilot scale equipment and staff expertise. Hands-on training enables customers to gain first-hand knowledge and understanding about the value of U.S. wheat quality in end products. Courses are organized by WMC and in partnership with U.S. Wheat Associates.

Summary

Innovative research topics, state-of-the-art equipment, technical short courses, and quality analysis are utilized by the Wheat Marketing Center to meet the ever-evolving challenges facing the wheat industry. With the addition of the new educational displays and updated website, WMC is well-positioned to address the challenges of the next thirty years.



Stand and Be Counted - Census of Ag Deadline Looms



The most ambitious and important agricultural survey of all is getting underway in Oregon and the rest of the fifty states as the 2017 Census of Agriculture literally reaches out to every farmer and rancher in the United States.

Questionnaires are being mailed out in several phases through December to all farmers on record. Farm operations of all sizes which produced and sold,

or normally would have sold, \$1,000 or more of agricultural products in 2017 are included in the census. Completed surveys are due February 5, 2018.

NASS is emphasizing the option to respond to the census online, even though the traditional hard copy and mail option is still available. The online questionnaire has been streamlined to make it easier for producers to respond, including automatic calculations and the convenience of being accessible on mobile devices.

"The Census of Agriculture is USDA's largest data collection endeavor, providing some of the most widely used statistics in the industry," says US Secretary of Agriculture Sonny Perdue. "Collected in service to American agriculture since 1840, the census gives every producer the opportunity to be represented so that informed decisions can support their efforts to provide the world with food, fuel, feed, and fiber. Every response matters."

The Census of Agriculture, conducted by the US Department of Agriculture's National Agricultural Statistics Service (NASS), takes place every five years, and even though this one is considered the 2017 census, the actual results and reports won't be completed until early 2019. That's because of the huge amount of information and details that need to be gathered and analyzed.

Oregon Department of Agriculture Director Alexis Taylor encourages the state's producers to cooperate with the census and respond to the questionnaire being sent to them and more than 3 million US producers over the next several weeks.

"Accurate information about agriculture is key for policy makers who make important and informed decisions affecting our industry," says Taylor. "That comes from strong participation in the census by producers. Programs that help farmers and ranchers in Oregon rely on good data to support that assistance. There is no better source for detailed information than the census."

"The Census of Agriculture is really the best and only source of comprehensive and uniform data for every state and every county in the US," says Dave Losh, Oregon's state statistician for NASS. "In Oregon, we will be sending out about 42,000 questionnaires. Some operators will be getting multiple surveys since they have different types of farm operations."

"Accurate information about agriculture is key for policy makers who make important and informed decisions affecting our industry. That comes from strong participation in the census by producers."

- Alexis Taylor, Director, ODA

NASS has revised the census forms to document changes and emerging trends in American agriculture. Changes include a new question about military veteran status, expanded questions about food marketing practices, and questions about on-farm decision making designed to capture the roles and contributions of beginning farmers, women farmers and others involved in running a farm operation. "It is certainly worth a farmer's time to take the census seriously," says Losh.

Statistics compiled by the census are used to determine funding for extension work, research, soil conservation, and other agricultural-related services. Private industry uses census data to provide more effective production and distribution systems— for example, to locate feed mills and farm equipment dealerships where they will provide better service and offer competitive prices to farmers. Information from such statistical data helps make the case for specific grant program dollars.

For more information on the 2017 Census of Agriculture, visit <http://www.agcensus.usda.gov>. Links to the Ag Census site are also accessible in the Latest News Section of the OWGL website at www.owgl.org.

Excerpted from the ODA Story of the Week of December 6, 2017 by Bruce Pokarney, USDA NASS, Oregon.

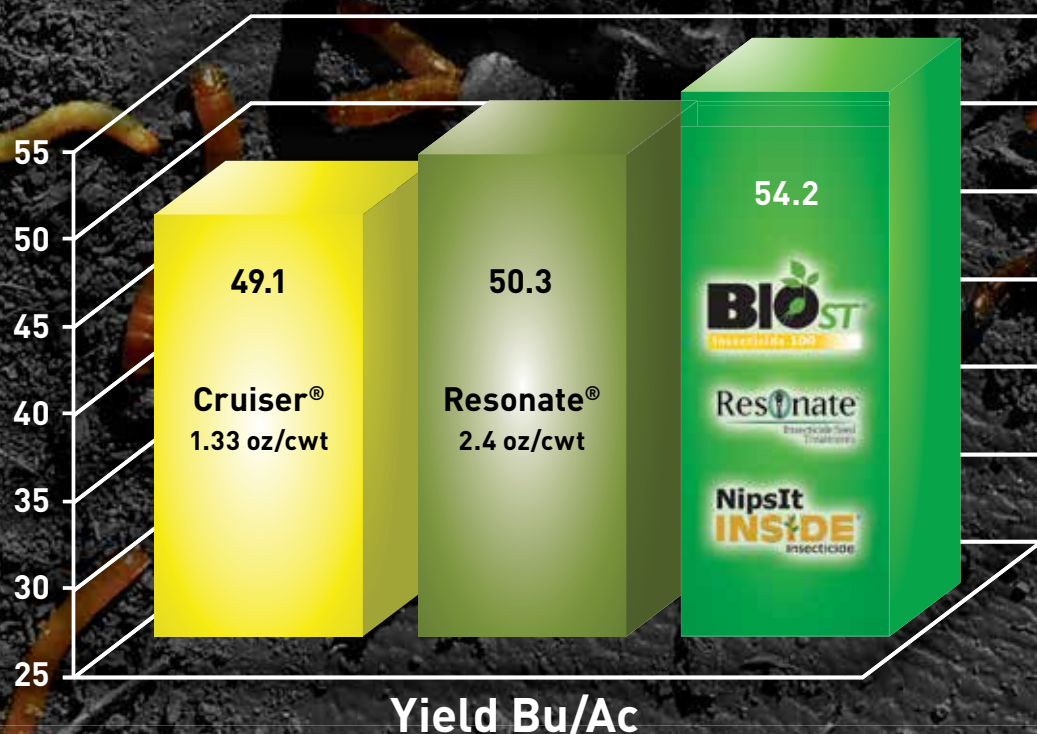
Reprinted from ODA Story of the Week, by Bruce Pokarney, ODA Director of Communications.



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Albaugh's BIOst[®] Insecticide 100 provides the grower with a second mode of action to enhance the performance of insecticide seed treatments for wireworms resulting in wireworm mortality and improved Return on Investment.



Albaugh's goal is to deliver performance and value against wireworms.



1. Data is a summary of 4 wireworm sites in 2017 representing different wireworm micro-climates – Pomeroy, WA, Rosalia, WA, Davenport WA and Bozeman, MT.
2. Albaugh's BIOst[®] Insecticide 100 wireworm technology when combined with separately registered seed treatments Resonate[®] Insecticide and NipsIt Inside[®] Insecticide will provide the grower with 3 active ingredients and two modes of action against wireworms.
3. Albaugh's BIOst[®] Insecticide 100 provides a contact mode of action resulting in enhanced performance and wireworm mortality.

Contact your local seed retailer for more information on BIOst[®] Insecticide 100

Refer to the product label for complete use directions and instructions. BIOst[®] and Resonate[™] are trademarks of Albaugh, LLC. NipsIt Inside[®] Insecticide is a trademark of Valent USA, LLC. Always use and follow label directions. EPA Reg. No. 84059-14-42750 AD No. 100616, EPA Reg. No. 42750-133 AD No. 110316, EPA No. 59639-151



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