



2011 ANNUAL REPORT

Washington State Crop Improvement Association

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WSCIA BUSINESS OFFICE

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WSCIA FOUNDATION SEED SERVICE

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Ron Whittum Darlene Hilkin Gary Becker Darryl Krause

**BALANCE SHEET
APRIL 30, 2011 & 2010**

ASSETS

	<u>2011</u>	<u>2010</u>
Current Assets		
Cash	\$ 756,126	\$676,846
Accounts Receivable	117,032	55,073
Inventory		
Seed	507,193	604,687
Supplies	31,085	35,607
Prepaid Expenses	<u>16,337</u>	<u>16,031</u>
Total Current Assets	<u>\$1,427,773</u>	<u>\$1,388,244</u>
Plant & Equipment		
Buildings and Improvements	\$ 112,481	112,481
Seed Plant Equipment	435,683	452,473
Vehicles and Trailers	223,760	226,238
Office Equipment	60,059	59,830
Less: accumulated depreciation	<u>(674,924)</u>	<u>(661,702)</u>
Net Plant and Equipment	<u>157,059</u>	<u>189,320</u>
Total Assets	<u>\$1,584,832</u>	<u>\$1,577,564</u>

LIABILITIES AND ASSOCIATION EQUITY

Current Liabilities		
Accounts payable	21,921	17,693
Operating line of credit	-0-	-0-
Research holding payable	18,372	-0-
OECD assessment	9,807	9,807
Accrued expenses	78,153	68,566
Unearned revenue	23,701	49,450
Current portion of notes payable	<u>4,623</u>	<u>4,623</u>
Total Current Liabilities	151,954	150,139
Long Term Debt		
Notes payable, net of current portion	<u>-0-</u>	<u>0</u>
Total Liabilities	<u>151,954</u>	<u>150,139</u>
Net Assets		
Unrestricted	1,432,878	1,427,425
Total Liabilities and Equity	<u>\$ 1,584,832</u>	<u>\$1,577,564</u>

**STATEMENT OF OPERATIONS AND ASSOCIATION EQUITY
YEAR ENDED APRIL 30, 2011**

	<u>FSS</u>	<u>CERT</u>	<u>FRM</u>	<u>PROM</u>	<u>CCIA</u>	<u>TOTAL</u>
Total revenue	691,843	779,080	303	101,035	11,335	1,583,596
Operating expenses	992,596	485,600	2,514	88,241	9,192	1,578,143
Excess (deficiency) of Revenue over expense	(\$300,753)	293,480	(2,211)	12,794	2,143	\$ 5,453
Net Assets – Beginning 2010						\$1,427,425
Net Assets – Ending 2011						\$1,432,878

PROMOTION REPORT

Years Ended April 30, 2009 & 2010

Fiscal Report	2010	2011
Revenue		
Promotion Fees	\$51,853	\$56,676
Annual Meeting	\$34,030	\$44,109
Interest Income	<u>\$ 480</u>	<u>\$ 250</u>
Total Promotion Revenue	<u>\$86,363</u>	<u>\$101,035</u>
Operating Expenses		
Promotion	\$27,188	\$46,211
Meetings & Conventions	\$ 2,872	\$ 1,092
Annual Meeting	\$33,254	\$40,808
Postage	\$ 185	\$ 130
Total Operating Expenses	<u>\$63,499</u>	<u>\$88,241</u>
Excess (Deficiency) of Revenue Over Expenses	\$22,864	\$12,794
Promotion Has \$59,689 Cash Reserve (4/30/11)		

2011 MANAGER'S REPORT - JERRY ROBINSON

2011 had a total application for certification of 60,299 acres which is an increase from last year of 4,808 acres. Of the 60,299 acres applied for certification 57,342 acres passed field inspection and moved forward in the certification process.

Barley acreage certified increased by 387 acres, while wheat acreage certified increased by 5,804 acres. There was a 456 acre increase in certified acres of miscellaneous crops. This acreage for certification ranks number 5 since 1978 being 4,110 acres behind the number one year of acres applied for certified in Washington State

WSCIA has begun the implementation of a Quality Assurance (QA) Program for pulse crops. This is an AOSCA sanctioned program similar to regular certification but with differences in field inspection requirements and costs.

WSCIA has completed the contract negotiations with USDA for the exclusive right to license the newly released Pardina type lentil – Morena. This license is a first for WSCIA and USDA and should help with additional funds into the USDA Pulse Breeding Program based at WSU Pullman. This new lentil will be licensed to both growers and seed dealers and will utilize the WSCIA Quality Assurance Program as part of the license. The royalties that will be charged will be divided between USDA, WSCIA, and Dr. George Vandermark's breeding program.

The net result of Association operations for the 2010-2011 fiscal year shows a net gain of \$5,453. This revenue increase is primarily due to continued high percentage of certified seed sales in the fall of 2010 and spring of 2011. Foundation Seed sales for the past several years have not materialized so the overall revenue from The Foundation Seed Program continues to be substantially down. Current board mandated cash reserve for WSCIA is \$250,000 with additional cash reserve of \$241,000 set aside.

WSCIA presently has no long term debt.

**WSCIA Foundation Seed Service Report
For Crop Year 2010 – 11 Ron R. Whittum**

The 2011 crop year was comprised of 88 acres fall planted varieties and 110 acres spring planted, for a total of 198 acres of Foundation and Breeder Seed production, a 23% decrease from last year. 901,488 field run pounds of Foundation small grains and pulses were produced (a 13.6% decrease), and 40,503 pounds of Breeder small grain, lentils, chickpeas and dry beans (50% increase).

Foundation Seed Service produced Foundation and Breeder Seed for Washington State University, Oregon State University, USDA/ARS and five private seed companies, an increase by one again over last year. FSS continues to seek partnerships within the seed industry for production of primary seed stocks.

Yields for our small grains were good this year. Production sites were located near Quincy and Moses Lake, WA and at the WSU-IAREC farms near Othello and Prosser. Because of the cool summer and delayed maturity of most crops, FSS finished harvest a full three weeks behind normal. Despite the delay, cleaning of fall crops progressed well and all shipment request dates were met. Out of a received crop of 941,991 pounds, 493,500 pounds of grain and pulse crops have been processed to date at the WSU Seedhouse.

The lentil production of the new small Spanish brown called "Morena" was very successful, yielding nearly 1,800 lbs/acre under dryland production near Pullman. The licensing process for Morena lentil with the USDA-ARS, Office of Technology Transfer was successfully completed this summer. This will provide the blueprint for future pulse licensing endeavors. Chickpeas were produced again this year at the Othello farm, as well as off-station near Walla Walla. Foundation dry bean acreage was about the same as last year at the Othello station, about 8 acres. Edamame soybean production was slightly up, at 8 acres. Discussion has continued with food processors and garden bean seed companies regarding the sub-licensing of WSU edamame varieties from WSCIA.

The recent 2011 fall plantings at the Othello and Prosser IAREC farms totaled 60 acres, including a total of 16 Head Row blocks (14.5 acres) for increase of Breeder seed. Off-station plantings totaled 94 acres. Of the nearly 154 total acres, 45 are for private companies, 29.6 of WSU lines, 39.5 for OSU & 15.8 for USDA-ARS. Winter Barley isolation strips & Winter Peas totaled 24 acres. Overall a 49% increase in fall plantings over last year.

Of the 30 Winter Wheat varieties planted, 25 were Soft White (including 3 Club) and 5 were Hard Red. 11 of the Winter Wheat varieties were produced for private companies; 5 were of WSU origin, 5 from USDA-ARS and 9 from OSU.

<u>Foundation Seed Service Facts</u>	<u>2010</u>	<u>2011</u>	<u>Change</u>
Breeder Lots Grown	15	16	+1
Single Heads Snapped	14,000	30,500	+117.8%
Foundation Small Grains Produced	824,169 #	822,075 #	-0.3%
Foundation Peas, Lentils, Garbs Produced	190,738 #	53,115 #	-72.2%
Foundation Dry Bean Varieties Produced	4	2	-2
Foundation Edamame Varieties Produced	1	3	+2
Grass Seed Distributed	3,844 #	2,824 #	-26.5%
Foundation Seed Distributed	894,601 #	865,103 #	-3.3%
Number of Varieties Planted (Fall '10)	29	37	+8

Capital purchase this year was a contribution towards the purchase of a TMC brand Optical Color Sorter, along with funding support from WSU Winter Wheat and Spring Wheat Programs, USDA-ARS Wheat Program, Washington Bean Dealers Association and the Western Wheat Quality Lab.

ACREAGE APPLIED FOR CERTIFICATION FOR THE PAST 34 YEARS

<i>1978 – 31,163</i>	<i>1989 – 53,274</i>	<i>2000 – 51,904</i>
<i>1979 – 40,123</i>	<i>1990 – 54,123</i>	<i>2001 – 45,867</i>
<i>1980 – 40,638</i>	<i>1991 – 43,628</i>	<i>2002 – 52,408</i>
<i>1981 – 37,500</i>	<i>1992 – 60,543</i>	<i>2003 – 53,785</i>
<i>1982 – 45,129</i>	<i>1993 – 54,917</i>	<i>2004 – 55,895</i>
<i>1983 – 46,496</i>	<i>1994 – 47,375</i>	<i>2005 – 49,465</i>
<i>1984 – 58,747</i>	<i>1995 – 47,931</i>	<i>2006 – 47,859</i>
<i>1985 – 64,409</i>	<i>1996 – 53,075</i>	<i>2007 – 45,106</i>
<i>1986 – 61,879</i>	<i>1997 – 53,847</i>	<i>2008 – 61,111</i>
<i>1987 – 54,788</i>	<i>1998 – 55,018</i>	<i>2009 – 59,021</i>
<i>1988 – 50,606</i>	<i>1999 – 48,784</i>	<i>2010 – 55,491</i>
		<i>2011 – 60,298</i>

Percent of Washington Wheat & Barley Crop Planted with Certified Seed

YEAR	NASS -TOTAL WHEAT & BARLEY ACRES	AVERAGE SEEDING RATE LBS/ACRE	POUNDS CERTIFIED SEED FOR IN STATE USE	POUNDS OF SEED TO PLANT TOTAL ACRES	PERCENT ACRES PLANTED WITH CERTIFIED SEED
1986	4,050,000	63.1	83,052,290	255,393,000	32.9%
1987	2,745,000	62.9	115,508,278	172,660,500	66.9%
1988	2,750,000	64.2	101,548,905 (800,000 acres re-seeded)	194,700,000	52.2%
1989	3,600,000	70.8	136,954,625	254,880,000	53.7%
1990	3,000,000	64.0	144,944,821 (700,000 acres re-seeded)	192,000,000	75.5%
1991	4,280,000	74.0	80,272,925	316,720,000	25.3%
1992	3,100,000	65.0	139,114,497	201,500,000	69.0%
1993	3,400,000	64.1	142,097,587	218,008,800	65.2%
1994	2,960,000	63.3	133,722,100	187,308,800	71.4%
1995	2,960,000	66.1	135,899,909	195,600,000	69.5%
1996	3,195,000	66.9	151,095,714	207,483,300	72.8%
1997	3,200,000	66.5	148,850,265	212,928,000	70.0%
1998	3,200,000	66.0	163,393,200	211,200,000	77.3%
1999	3,200,000	66.0	150,801,772	211,200,000	71.4%
2000	3,055,000	68.2	146,258,202	208,351,000	70.2%
2001	2,975,000	68.4	137,643,234	203,490,000	67.6%
2002	2,770,000	68.8	144,930,150	190,576,000	76.0%
2003	2,770,000	68.9	132,546,247	190,991,500	69.4%
2004	2,650,000	68.4	142,871,120	181,260,000	78.8%
2005	2,550,000	66.8	146,465,531	170,340,000	86.0%
2006	2,495,000	66.8	149,083,902	166,666,000	89.0%
2007	2,500,000	66.6	139,152,592	166,666,000	83.5%
2008	2,615,000	66.7 (16 yr Ave)	171,971,392	174,420,500	
2009	2,495,000	66.7	185,838,021	166,416,500	
2010	2,420,000	68	203,824,793	164,560,000	
2011	2,505,000	68	199,196,650	170,340,000	

Estimated Acres Taken From National Agricultural Statistics Service for Washington State.
Pounds certified are based on reported in state sales by Certified Washington Seed Dealers.

2011 TOTAL ACRES CERTIFIED (57,342 ACRES)

WHEAT	
Alpowa	30
Babe	633
Bauermeister	86
Boundary	144
Bruehl	3,564
Brundage 96	1,027
Buchanan	40
Cara	548
Cashup	66
Coda	197
Diva	622
Eltan	4,028
Farnum	1,617
Finley	22
Hill 81	73
Hollis	364
JD	1,132
Jefferson	2,298
Kelse	1,278
Louise	3,259
Madsen	1,289
Masami	751
Moro	350
Norwest 553	1,280
ORCF-101	7
ORCF-102	5,762
ORCF-103	2,336
Rod	671
Scarlet	52
Skiles	333
Stephens	379
Tara 2002	406
Tubbs "06"	429
UCIF-Brundage	92
Wakanz	160
Whit	45
Xerpha	1,010
Experimental(public)	11
PROPRIETARY (32 %)	17,196
TOTAL	53,587

BARLEY	
Bob	35
Haybet	100
Hoody	15
Lenetah	163
Strider	8
<u>Proprietary (74 %)</u>	<u>938</u>
TOTAL	1,260

MISCELLANEOUS	
OAT	
Monida	102
Park	20
<u>Proprietary (49%)</u>	<u>121</u>
TOTAL	243
FIELD PEA	
<u>Windham</u>	<u>1.0</u>
TOTAL	1.0
CHICKPEA	
Sawyer	32
Sierra	295
<u>Proprietary (79%)</u>	<u>1,254</u>
TOTAL	1,581
SOYBEAN	
<u>WSU-Exp</u>	<u>8.2</u>
TOTAL	8.2
BUCKWHEAT	
<u>Proprietary</u>	<u>127</u>
TOTAL	127
LENTIL	
Brewer	4
Merrit	11
Morena	8
<u>Pardina</u>	<u>49</u>
TOTAL	72
TRITICALE	
<u>Proprietary</u>	<u>417</u>
TOTAL	417
SPELT	
<u>Proprietary</u>	<u>48</u>
TOTAL	48