



## 2016 ANNUAL REPORT

### Washington State Crop Improvement Association

#### 2015 WSCIA OFFICERS

President..... Paul Carter, Dayton, WA  
Vice-President ..... Craig Teel, Kennewick, WA  
Ex-Officio Member..... Victor Shaul, Yakima, WA  
Secretary/Treasurer ..... Garrett Moon - Prosser, WA  
Past-President ..... Paul Porter, Kennewick, WA

#### 2015 WSCIA BOARD OF DIRECTORS

Bruce Abbey – Waitsburg.....Garfield-Asotin-Columbia County  
Shirley McLean - Coulee City ..... Douglas County  
Roland Wynhoff - Connell..... Franklin County  
Kirk Jungers - Moses Lake ..... Grant County  
Vacant ..... Kittitas County  
Vacant ..... Klickitat County  
Eric Ward, Harrington ..... Lincoln/Adams County  
Ken Fuchs - Rosalia ..... Spokane County  
Mike Anderson - Walla Walla..... Walla Walla County  
Dave Harlow - Palouse..... Whitman County  
Garrett Moon - Prosser ..... Yakima-Benton County  
Ryan Higginbotham - Pullman ..... Extension Representative, WSU  
Mike Pumphrey - Pullman..... Foundation Seed Representative, WSU  
OSU Appointed ..... Oregon

#### WSCIA BUSINESS OFFICE

2575 NE Hopkins Court, Pullman, WA 99163  
Phone 509-334-0461 Fax 509-334-6809

Jerry L. Robinson Karen Olstad Lauren Port Cheri Jo Kramer

#### WSCIA FOUNDATION SEED SERVICE

WSU Seedhouse, Pullman, Washington 99164-6420

Phone 509-335-4365 Fax 509-335-7007

Darlene Hilkin Gary Becker Darryl Krause

**BALANCE SHEET  
APRIL 30, 2015 & 2016**

**ASSETS**

	<u>2015</u>	<u>2016</u>
<b>Current Assets</b>		
Cash	\$ 680,483	\$ 984,828
Accounts Receivable	285,038	244,107
Pledge Receivable		75,000
Inventory		
Seed	369,851	373,955
Supplies	45,314	36,445
Prepaid Expenses	18,490	16,494
Total Current Assets	<u>\$1,399,176</u>	<u>\$1,730,829</u>
<b>Plant &amp; Equipment</b>		
Land	\$ 67,199	\$ 67,199
Buildings and Improvements	828,309	840,502
Seed Plant Equipment	457,520	412,593
Vehicles and Trailers	240,360	473,775
Office Equipment	171,216	162,038
Less: accumulated depreciation	<u>(865,219)</u>	<u>(861,388)</u>
Net Plant and Equipment	<u>899,385</u>	<u>1,094,719</u>
<b>Total Assets</b>	<u><b>\$2,298,561</b></u>	<u><b>\$2,825,548</b></u>

**LIABILITIES AND ASSOCIATION EQUITY**

<b>Current Liabilities</b>		
Accounts payable	\$ 15,463	21,929
Operating line of credit	-0-	-0-
Other payable	-0-	139,796
OECD assessment	16,152	16,191
Accrued expenses	127,918	116,378
Unearned revenue	15,694	23,699
Current portion of long-term debt	<u>15,417</u>	<u>16,189</u>
Total Current Liabilities	190,644	334,182
<b>Long Term Debt</b>		
Notes payable, net of current portion	<u>283,326</u>	<u>267,163</u>
<b>Total Liabilities</b>	<u><b>473,970</b></u>	<u><b>601,345</b></u>
<b>Net Assets</b>		
Unrestricted	<u>1,824,591</u>	<u>2,224,203</u>
<b>Total Liabilities and Equity</b>	<u><b>\$ 2,298,561</b></u>	<u><b>\$ 2,825,548</b></u>

**STATEMENT OF OPERATIONS AND ASSOCIATION EQUITY  
YEAR ENDED APRIL 30, 2016**

	<u>FSS</u>	<u>CERT</u>	<u>FRM</u>	<u>PROM</u>	<u>CCIA</u>	<u>TOTAL</u>
Total revenue	1,080,569	913,410	579	105,253	11,611	2,111,422
Operating expenses	944,192	685,176	1,484	73,752	7,206	1,711,810
Excess (deficiency) of Revenue over expense	\$136,377	228,234	(905)	31,501	4,405	\$399,612
Net Assets – Beginning						\$1,824,591
Net Assets – Ending						\$2,224,203

## PROMOTION REPORT

**Years Ended April 30, 2015 & 2016**

<b>Fiscal Report</b>	<b>2015</b>	<b>2016</b>
<b>Revenue</b>		
Promotion Fees	\$ 57,413	\$ 58,040
Annual Meeting	\$ 55,830	\$ 47,200
Interest Income	<u>\$ 9</u>	<u>\$ 13</u>
<b>Total Promotion Revenue</b>	<b><u>\$113,252</u></b>	<b><u>\$105,253</u></b>
<b>Operating Expenses</b>		
Promotion	\$31,244	\$25,912
Meetings & Conventions	\$ 0	\$ 0
Annual Meeting	\$47,344	\$47,296
Postage	\$ 936	\$ 534
State Business Taxes	<u>\$ 13</u>	<u>\$ 10</u>
<b>Total Operating Expenses</b>	<b><u>\$79,537</u></b>	<b><u>\$73,752</u></b>
 <b>Excess (Deficiency) of Revenue</b>	 <b>\$33,715</b>	 <b>\$31,501</b>

### FY 2015 -2016 MANAGER'S REPORT - JERRY ROBINSON

2016 had a total application for certification of 69,136 acres which is a decrease of 5,646 acres from the previous year. Of the 69,136 acres applied for certification 62,974 acres passed field inspection and moved forward in the certification process.

Certified barley acreage increased this year by 829 acres, while certified wheat acreage declined by 4,862 acres to a total of 55,099 acres. The acres of certified chickpeas increased by 1,198 acres to 3,079 acres this year. A significant second year drop of 1,228 acres in triticale acres this year dropped total acres to 1,678. The total acreage applied for certification this year is still the 2<sup>nd</sup> highest for the past 39 years we have been tracking the certification acreage.

A total of 133 wheat varieties were inspected for certification along with 19 varieties of barley and 7 varieties of triticale. Certification of pulse crops continues to remain steady with 6 chickpea varieties inspected along with 7 lentil varieties and 1 variety of pea. In all WSCIA inspected 180 different varieties in 12 different cultivars within Washington State in 2016

The net result of Association operations for the 2015-16 fiscal year shows an excess of revenue over expenses of \$399,612. This positive revenue statement is a little deceptive as \$167,250 of the revenue is donations for the purchase of the Zurn combine. The excess revenue due to operations of the Association is \$232,362. This excess in revenue is due to the continued high percentage of certified seed usage and very good foundation seed sales this past year. A significant item of note is that the certification fees for cereals have not risen since before 2007 with no rise anticipated in the near future. The Foundation Seed Program continues to be somewhat down but has shown renewed strength with improved foundation seed sales and a concerted effort in controlling expenses. The current board mandated cash reserve for WSCIA is \$250,000 which has been deposited in a FDIC insured investment which returned \$11,135.17 this past year.

In FY 2015-16 (ending April 30, 2016) WSCIA made no early payments as in the past toward the WSCIA office building loan at Northwest Farm Credit. The WSCIA Board of Directors instead had made the decision that the building loan be paid in full as soon as possible in FY 2016-17.

To summarize The Washington State Crop Improvement Association, Inc. is financially strong and continues to be active in all aspects of seed production and seed certification.

## WSCIA Foundation Seed Services Report For Crop Year 2015 - 16

The 2015 – 16 Crop year acreage for the WSCIA Foundation Seed Program was much larger than previous years with a large increase in requests for our services. As shown in the figures at the bottom of this report there was an increase in most all aspects of production.

The 2016 Foundation Seed Service harvest was one of the largest and longest in memory, starting the 15<sup>th</sup> of July and completing with chickpea and spring wheat harvest in Pullman on the 26<sup>th</sup> of September with over 611 acres under FSS supervision. Planting for fall 2016 has successfully been completed with 4 different locations which includes 3 growers, and WSU Othello. Year in Advance contracting has continued to benefit the WSCIA FSP in targeting demand for popular varieties and encourage a more accurate planting schedule to facilitate the needs of foundation seed inventories. The Year In Advance contracting for fall of 2017 has fallen significantly which may be a reflection of poor wheat prices. However the YIA contracts for spring of 2017 were very strong creating a high demand for seed stocks to be planted in spring 2016.

The USDA legume varieties which WSCIA holds license have begun to progress both in Washington and Montana. The Avondale lentil and Hampton green pea have both performed well in Montana while the chickpeas, Royal and Nash have been in high demand here in the PNW. To meet demand for Nash and Royal, WSCIA-FSS contracted with several commercial seed houses to help produce significant poundage of these two lines. The demand for pulse crops for spring of 2017 is extremely high with most all foundation stocks of lentils and garbanzos have been spoken for.

<b><u>Foundation Seed Service Facts</u></b>	<b><u>2016</u></b>	<b><u>2015</u></b>	<b><u>+/- Change</u></b>
<i>Breeder Lots Grown</i>	23	23	0
<i>Single Heads Snapped</i>	15,000	19,000	-21 %
<i>Foundation Small Grains Produced</i>	1,913,000 lbs.	1,149,887 lbs.	+40 %
<i>Foundation Peas, Lentils, Garbs Produced</i>	558,265 lbs.	67,292 lbs.	+87.9%
<i>Foundation Dry Bean Varieties Produced</i>	0	0	0
<i>Grass Seed Distributed</i>	2,080 lbs.	3,950 lbs.	-47.3%
<i>Foundation Seed Distributed</i>	736,150 lbs.	585,365 lbs.	+20.5%
<i>Number of Varieties Planted</i>	54 (incl.legume)	55 (incl.legume)	-1

### **ACREAGE APPLIED FOR CERTIFICATION FOR THE PAST 39 YEARS**

<b>1978 - 31,163</b>	<b>1991 - 43,628</b>	<b>2004 - 55,895</b>
<b>1979 - 40,123</b>	<b>1992 - 60,543</b>	<b>2005 - 49,465</b>
<b>1980 - 40,638</b>	<b>1993 - 54,917</b>	<b>2006 - 47,859</b>
<b>1981 - 37,500</b>	<b>1994 - 47,375</b>	<b>2007 - 45,106</b>
<b>1982 - 45,129</b>	<b>1995 - 47,931</b>	<b>2008 - 61,111</b>
<b>1983 - 46,496</b>	<b>1996 - 53,075</b>	<b>2009 - 59,021</b>
<b>1984 - 58,747</b>	<b>1997 - 53,847</b>	<b>2010 - 55,491</b>
<b>1985 - 64,409</b>	<b>1998 - 55,018</b>	<b>2011 - 60,298</b>
<b>1986 - 61,879</b>	<b>1999 - 48,784</b>	<b>2012 - 56,208</b>
<b>1987 - 54,788</b>	<b>2000 - 51,904</b>	<b>2013 - 62,791</b>
<b>1988 - 50,606</b>	<b>2001 - 45,867</b>	<b>2014 - 69,025</b>
<b>1989 - 53,274</b>	<b>2002 - 52,408</b>	<b>2015 - 74,782</b>
<b>1990 - 54,123</b>	<b>2003 - 53,785</b>	<b>2016 - 69,135</b>

**Percent of Washington Wheat & Barley Crop  
Planted with Certified Seed**

	<b>NASS -TOTAL WHEAT &amp; BARLEY ACRES</b>	<b>AVERAGE SEEDING RATE LBS/ACRE</b>	<b>POUNDS CERTIFIED SEED FOR IN STATE USE</b>	<b>POUNDS OF SEED TO PLANT TOTAL ACRES</b>	<b>PERCENT ACRES PLANTED WITH CERTIFIED SEED</b>
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	Wheat Only
2009	2,495,000	66.7	185,838,021	166,416,500	Wheat Only
2010	2,420,000	68	203,824,793	164,560,000	Wheat Only
2011	2,505,000	68	199,196,650	170,340,000	Wheat Only
2012	2,145,000	63.2	164,714,758	135,564,000	Wheat Only
2013	2,230,000	75	164,352,099	167,250,000	98%
2014	2,230,000	78	183,692,870	173,940,000	Wheat Only
2015	2,280,000	76	166,081,805	173,280,000	96% wheat only
2016	2,293,000	71	173,027,897	162,803,000	90-100%

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.

2016 TOTAL ACRES CERTIFIED (62,820 ACRES)

BARLEY	
ALBA (OR77)	9
Buck	1
Full Pint	1
Havener	2
Haybet	297
Hoody	3
Lenetah	468
Lyon	90
Richard	49
<b>TOTAL PUBLIC</b>	<b>920</b>
<b>TOTAL PROPRIETARY</b>	<b>1,492</b>
<b>GRAND TOTAL</b>	<b>2412</b>
BUCKWHEAT	
<b>TOTAL PROPRIETARY</b>	<b>130</b>
CHICKPEA	
CDC Alma	290
CDC Frontier	456
Royal	50
Sawyer	1,028
Sierra	1,204
Troy	51
<b>TOTAL PUBLIC</b>	<b>3079</b>
LENTIL	
Avondale	2
Brewer	10
CDC Maxim CL	44
Merrit	10
Morena	41
Morton	1
<b>TOTAL PUBLIC</b>	<b>108</b>
OAT	
Monida	89
Montezuma	105
Park	19
<b>TOTAL PUBLIC</b>	<b>213</b>
<b>TOTAL PROPRIETARY</b>	<b>39</b>
<b>GRAND TOTAL</b>	<b>252</b>
PEA	
Hampton	5
SPELT	
<b>TOTAL PROPRIETARY</b>	<b>55</b>
TRITICALE	
<b>TOTAL PROPRIETARY</b>	<b>1,678</b>

WHEAT	
Alum	186
ARS Crescent	1,171
ARS Selbu	66
Babe	667
Bruehl	2,790
Brundage 96	20
Bruneau	285
Buchanan	2
Cara	3
Chet	580
Curiosity CL+	3,279
Diva	642
Eltan	520
Farnum	1,305
Glee	2,268
Hill 81	162
Jasper	878
JD	1,040
Kelse	848
Louise	2,212
Madsen	178
Mary	1
Masami	364
Mela CL+	1,586
Melba	23
Norwest Duet	30
Norwest Tandem	20
ORCF-101	13
ORCF-102	2,259
Otto	5,683
Pritchett	2
Puma	1,273
Ryan	7
Seahawk	30
Sequoia	14
Skiles	68
Tekoa	183
UI Magic	683
UICF-Brundage	105
Whit	476
Xerpha	2,290
<b>TOTAL PUBLIC</b>	<b>34,212</b>
<b>TOTAL PROPRIETARY</b>	<b>20,887</b>
<b>GRAND TOTAL</b>	<b>55,099</b>

Report includes only fields that passed field inspection as Foundation, Registered, or Certified Class.