

MCIA Annual Meeting

REINVENTING ITSELF FOR THE FUTURE

Don't miss the 102nd MCIA annual meeting on January 20-21, 2005 at the Holiday Inn in St. Cloud, Minnesota. Come on Thursday, January 20 to visit with all of your association colleagues at the reception and buffet dinner and hear the latest on soybean rust following the meal. Take part in the program on Friday, January 21, with committee meetings, the business meeting and speakers. The membership will also conduct the necessary business affairs of the association.

The following is a brief summary of the program:

Thursday...Registration (4:00 pm), reception and buffet dinner, Geir Friisoe will speak on soybean rust

Friday...Committee meetings, business meeting, reports, board member election, resolutions, luncheon, and speakers

Speakers this year include:

Chet Boruff (AOSCA) - "What AOSCA Can Do for You"

Lynn Clarkson (Clarkson Grain) - "Organic Marketing: Positioning Yourself for the Future"

Eloy Corona (Monsanto) - "Trait Stewardship"

Geir Friisoe (MN Department of Agriculture) - "Impact of Soybean Rust on MN Soybean Production"

The Minnesota Approved Seed Conditioners & Marketing Association (MASCMA) has tentatively planned to meet following the adjournment of the MCIA annual meeting.

Final program information and registration materials will be sent in early January. In the meantime, plan on attending the MCIA Annual Meeting on January 20-21 at the Holiday Inn in St. Cloud, Minnesota.

MAKE YOUR RESERVATIONS EARLY, the sleeping room block closes on January 5, 2005. Call the Holiday Inn directly at 320-253-9000 to reserve your room. Room rates are \$69.95 for all rooms. Be sure to specify the room block being held for Minnesota Crop Improvement Association. If you have any additional questions please call MCIA at 1-800-510-6242.

Board Member Nominations

If you would like to serve on the Board of Directors or would like to nominate someone, please contact the MCIA office.

The term of Chairman Barry Bondhus in District 6, Southwest Minnesota, will expire in January. Barry has served two terms and is not eligible for re-election.

Director nominations are also open for District 1, Stevan Helmstetter, Roseau, MN, District 3, Peter Friederichs, Foxhome, MN, and Seed Trade, Dennis Sjogren, Hutchinson, MN. These three individuals are eligible for re-election having served only one three-year term. Send nominations to the MCIA office and they will be forwarded to the nomination committee.

Call For Resolutions

A draft of any resolution to be considered by the MCIA Legislative and Public Affairs Committee and forwarded to the floor of the annual meeting should be received by the MCIA office 14 days prior to the meeting (by January 7, 2005).

Committees

2004-05 committees have been chosen. Listed below are the committee chairpersons. A complete list of committees is available upon request.

Neal Anderson	Agronomic Standards
John Angell.....	Foundation Seed
Tim Backman	Legislative and Public Affairs
Peter Friederichs.....	Organic Certification Services
Jim Hunzeker.....	Native Grasses
David Rinke.....	Board of Directors Nominations
Glenn Rivard	Approved Facilities
Quentin Schultz	Member Services
Dennis Sjogren	Member Relations/Communications

Beil's Spiel

IT'S ALL OVER AND THE FINAL RESULTS ARE IN! After all the election activity early in November, we heard this kind of comment many times from the media. But I am not talking about the elections, I am talking about the final report on the number of acres entered into MCIA's field inspection programs in 2004. Around this time every year I begin to bug Cindy Wippler's crew to see how many acres were entered into our programs for field inspection this year. It is one parameter we can use to compare growth trends year to year. Even though an increasing portion of MCIA's efforts are now directed toward non-field inspection activities, these numbers still represent a major part of the work of the association.

There were a few pleasant surprises in this year's numbers. Total small grain acres decreased by 35% due to a difficult and challenging planting season, but we expected these numbers to be down. However, we were pleasantly surprised to see the total number of soybean acres entered into our inspection programs increase by 23% from just under 100,000 acres in 2003 to over 121,000 acres in 2004. This increase was in the face of another 18% drop in acres of certified public soybean to about 8,500 acres.

Overall, total acres in the program dropped by about 7% due primarily to the major drop in small grain acres. Acres enrolled in traditional certification inspection programs decreased by 19%, while non-certification acres increased by 18% from last year. We were very pleased to see the increase in non-certified soybean acres, knowing that the trend of decreased demand for seed certification continues.

Another encouraging number reflected a significant increase in the number of participants in MCIA's organic certification programs. We have completed our second year of offering the program and have seen it grow to a total of 67 participants, a 30% increase over last year. It is interesting to note that just over 10% of MCIA clients are now involved in the organic program.

What do all these numbers mean? One thing is clear; the discussions we have been having for the last year about the need for MCIA to "reinvent" itself continues to be critically important. I am pleased to say that the numbers indicate the process is on target. The reinvention process is sometimes painful because some difficult decisions regarding some of MCIA's traditional activities have to be made. But we are making progress and a much clearer vision of what MCIA can become continues to rapidly emerge.

MCIA's membership base is now a strong amalgamation of members still involved to some degree in traditional programs and new members utilizing the newer service offerings of the association. We need all of MCIA's membership providing input on how to succeed in the changing world we now operate in.

The MCIA annual meeting that will be held January 20 and 21 in St. Cloud will be a great opportunity to take an active role in the emerging MCIA. Plan now to attend the committee meetings planned for first thing on Friday, January 21. We always have some important business to attend to and then we are planning a great informative program from noon until we adjourn mid-afternoon. More information on the details will be sent to you soon. Please call the office if you have any questions.

-Gary Beil

Foundation Seed Notes

Order forms were mailed to eligible members in early December. Members interested in purchasing Foundation seed should send in their requests as soon as possible. Varieties released in 2004 that are available include Drumlin and Esker oats, Granger and Steele-ND wheat, MN0071, MN0304 and MN1005 soybeans. Orders are now being taken on a first come first served basis.

If you are looking for a variety MCIA did not produce it may be available from another state. Contact MCIA with your request and we will contact other states to obtain the seed on your behalf. MCIA members are not eligible to purchase seed directly from another Foundation seed program.

Organic Seed - The MCIA Foundation seed program is offering a limited supply of organically produced Foundation seed for 2005 planting. Pending final certification we will have available MN1301 soybeans, Ingot wheat and Wabasha and Jerry oats. Remember that certain varieties are protected by PVP and can only be sold as a class of certified seed. Contact MCIA if you are interested in organically produced Foundation Seed.

Please contact MCIA if you have any questions about the Foundation seed program, seed orders or organic Foundation seed. You may also participate in the Foundation Seed Committee meeting during the MCIA Annual Meeting in January.

-Roger Wippler

Organic Corner

MCIA's organic program certifies a variety of producers and handlers, including several coffee handlers. As a service to our organic clients, we provide information related to various topics in the organic trade. The Organic Trade Association's Coffee Council provides a forum for discussion on topics of interest to OTA members involved in the business of organic coffee including growers, importers, roasters, retailers, and allied organizations. Its mission is to promote the high standards of third party certified organic coffee.

The goals of the OTA Coffee Council are to:

- Allow OTA members in the coffee trade to network and share information important to their businesses
- Help OTA educate the public and others about the benefits of organic coffee
- Help OTA advocate for legislation and regulations to enhance the trade of organic coffee
- Advise the OTA board and staff as needed about issues related to the trade of organic coffee

Annual fee is \$75. OTA staff contact is tyoun@ota.com or visit www.ota.com.

Unique hotline offers practical information to beginning organic farmers

Minnesota Organic Farmers' Information Exchange (MOFIE) is a group of 21 seasoned, certified organic growers who answer beginners' questions via telephone or email. Minnesotans can get copies of the mentor list free of charge at <http://mofie.coafes.umn.edu> or by calling the Southwest Research and Outreach Center at 507-752-7372.

-Brenda Rogers

Statement of Activities & Financial Position

For the Year Ended May 31, 2004

STATEMENT OF ACTIVITIES	<u>Inspection & Laboratory Services</u>	<u>Foundation Seed</u>	<u>Total</u>
Revenues			
Fees	\$1,006,320		\$1,006,320
Seed Sales		\$348,372	348,372
Royalties & Other Income	<u>54,485</u>	<u>145,843</u>	<u>200,328</u>
TOTAL REVENUES	1,060,805	494,215	1,555,020
Expenses			
Program	804,155	218,125	1,022,280
Supplies/Maintenance	97,416	26,132	123,548
Insurance, Prof. Services, Payroll Taxes	231,229	70,545	301,774
Seed Cost		177,027	177,027
Miscellaneous	<u>8,859</u>	<u>2,386</u>	<u>11,245</u>
TOTAL EXPENSES	1,141,659	494,215	1,635,874
Net (Decrease) in Net Assets	(80,854)	0	(80,854)
Net Assets, Beginning of Year			<u>953,544</u>
Net Assets, End of Year			\$872,690
STATEMENT OF FINANCIAL POSITION			
<u>Assets</u>			
Cash			14,792
Accounts Receivable			219,862
Accrued Interest Receivable			1,538
Inventories			58,372
Prepaid Expenses			10,318
Investments			1,120,623
Equipment			483,735
Less:Accumulated Depreciation			<u>(392,091)</u>
Net Equipment			91,644
Software Development, Net of Amortization of \$117,171 & \$91,589		<u>31,012</u>	
TOTAL ASSETS			1,548,161
Liabilities & Net Assets			
<u>Liabilities</u>			
Note Payable - Bank			135,000
Note Payable - Auto			33,693
Accounts Payable			53,265
Royalty & VDF Fees Payable			328,515
Accrued Salaries & Vacation			<u>124,998</u>
TOTAL LIABILITIES			675,471
Net Assets:			<u>872,690</u>
TOTAL LIABILITIES & NET ASSETS			1,548,161

If you would like a copy of the audited financial report, please contact the MCIA office.

The Chairman's View

Fall is past us, and I hope everyone had a good season and is now looking forward to the New Year. While you finish wrapping up year end business, I encourage you to consider attending the annual meeting of MCIA. I feel that attending the meeting is the best way to stay current with the organization and learn about new programs while being able to help shape the future with your input. I hope to see all of you in St. Cloud this January.

I'd like to thank everyone for the opportunity to serve on the Board of Directors, the committees and finally as Chairman. As I near the end of my six years and look back, I can't believe it has gone by so quickly. I have learned so much and MCIA has become an important part of my life. I hope I have given as much as I have gained.

I wish you season's greetings and a happy New Year!

-Barry Bondhus

The Minnesota Seed Grower

POSTMASTER: Send address changes to Minnesota Seed Grower, 1900 Hendon Ave., St. Paul, MN 55108.

Gary M. Beil President & CEO
 Barry Bondhus..... Chairman
 Steve Helmstetter Vice Chairman
 John Angell Treasurer
 John Lundquist Secretary
 Neal Anderson Director
 Tim Backman Director
 Bev Durgan Director
 Pete Friederichs..... Director
 Glenn Rivard Director
 Quentin Schultz Director
 Dennis Sjogren Director

MISSION STATEMENT

MCIA is an organization dedicated to improving the productivity, profitability and the competitive position of MCIA members by providing services to producers, conditioners, and distributors of plant products enabling them to provide high quality plant products to Minnesota, the U.S. and the World.

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The Minnesota Seed Grower

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PERIODICAL

Laboratory Notes

"Jody says..."

Most of you know Jody by her voice. She usually answers the phone when you call the main office. She is also the one who calls you when more information is needed on a sampling report. To help make the process faster and smoother for everyone, please note the following:

- All samples submitted should have a lot number, no matter what the test
- Be sure to use the correct field number, and if the seed is purchased from another member, please identify the grower and have them sign the transfer at the bottom of the sampling report
- Clearly mark the amount of bushels or pounds after conditioning, also identify how it was handled and the size and number of units
- When downgrading from Registered to Certified, please make note of the downgrade in the "Remarks" section of the sampling report
- Remember to send in carryover reports

Variety Naming Guidelines

Here are some guidelines for naming new varieties to comply with the Federal Seed Act:

- A variety can only have one name.
- The same name cannot be given to more than one variety of the same kind or a closely related kind. Kinds of the same species such as pumpkin and squash, field corn and sweet corn, and garden bean and field bean cannot have varieties with the same name. Closely related kinds that are known to intercross such as wheat and triticale cannot have varieties with the same name.
- A variety name cannot be misleading such as a name that is similar to an existing name but differs only in spelling or punctuation.
- Varieties with names derived from the name of an existing variety must be closely related to the existing variety.
- The same variety name cannot be used for different kinds of cool season turfgrass such as fescues, bluegrasses, ryegrasses and bentgrass.
- Variety names may contain trademarks, but the trademark status is lost in the sense that anyone marketing the seed of that variety must use the entire variety name including the trademark.
- A trademark symbol or registered trademark symbol cannot be displayed in the variety name.
- A trademark by itself cannot be a variety name and a variety name cannot be trademarked.

For additional information on variety naming visit:
<http://www.ams.usda.gov/lsg/seed/varietyname.htm>