

MCIA Annual Meeting Information for Today

Plan now to attend the MCIA Annual Meeting on January 12-13, 2006 at the Best Western, Bigwood Event Center, Fergus Falls, Minnesota. On Thursday, January 12, MCIA is co-sponsoring a seminar called "Awareness of Changing Agriculture," which will focus on the resources and opportunities in IP agriculture. Following the conclusion of the seminar MCIA Board members will host a reception and open forum on MCIA activities this past year, followed by a buffet dinner. Friday's program will be filled with information for producers, approved conditioners, plant managers and approved samplers. The meeting will include the business meeting, election of directors and recognition of award recipients.

Speakers this year include:

Awareness of Changing Agriculture Seminar – Various Topics and Presenters

MCIA - Information for Today

Chuck Dale (MN Department of Agriculture) – Seed Regulatory update

Chet Boruff (AOSCA) - PVP and Plant Patents

Ron Purvis, (Bratney Companies) - "Conditioning Plant Efficiencies- New Technology"

Pat Pike, (Satake USA Inc.) - "Color Sorting for Seed and Grain Quality"

MCIA Staff – Information and Updates for Members and Conditioners

MAKE YOUR ROOM RESERVATIONS EARLY! The sleeping room block closes on January 5, 2006. Call the Best Western directly at 800-293-2216 or 218-739-2211 to reserve your room. Room rates are \$65.00 for king and \$72.00 for pool view rooms. Be sure to specify the room block being held for Minnesota Crop Improvement Association.

Registration materials have been mailed, please return A.S.A.P.

If you have any questions please call MCIA at 1-800-510-6242.

Board Member Nominations

The MCIA Nominating Committee is seeking candidates for the MCIA Board of Directors. Regular members of the Association are eligible for nomination. Contact the office if you would like to serve on the Board of Directors or would like to nominate someone.

The term of John Angell in District 7, Southeast Minnesota, and Quentin Schultz, Related Industry, Statewide, will expire in January. Both have served two terms and are not eligible for re-election.

Director nominations are also open for District 5, South Central, Minnesota. Neal Anderson, St. Peter, has served one term and is eligible for re-election. 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.

Calendar

January 2, 2006.....MCIA Office Closed
January 11, 2006.....Awareness of Changing Agriculture, E. Grand Forks, MN
January 12, 2006.....Awareness of Changing Agriculture, Fergus Falls, MN
January 12-13, 2006.....MCIA Annual Meeting, Fergus Falls, MN
January 19, 2006.....Awareness of Changing Agriculture, Willmar, MN
January 20-21, 2006....MN Organic and Grazing Conference, St. Cloud, MN
January 23-24, 2006.....MN Soybean Growers Annual Mtg, Morton, MN
January 24-25, 2006.....MN Corn Growers Annual Meeting, Morton, MN

HAPPY NEW YEAR!

Beil's Spiel

Tennis, anyone? My friends who play tennis tell me there is a part of the court appropriately called “no man’s land.” It is described as the area about half way between the net and the backline, and about equidistant from each sideline.

“No man’s land” is the part of the court where amateurs feel most comfortable, and where good players will not enter. It is the place where the novice thinks he can hang out and wait for the ball to come his way, not too far from the net or the backline or either sideline. It’s the zone where the experienced players hope to find their opponent, as a well placed shot near either sideline or a lob over the net or a smash near the backline is probably beyond the reach of the soon-to-be exhausted weekend player.

The “no man’s land” player chases everything, but generally comes up short. He has no real strategy and spends most of the match on his heels. He gives his opponent too many chances for kill shots, because he is always out of position. He probably will get a lot of exercise, but very few points. He is always reactive, but not proactive.

Unfortunately, in today’s agricultural environment, it is too easy to be caught in “no man’s land.” We are fearful of being a backcourt player because it involves the chance of being out of position and in the wrong place. We forget that at some point we have to take a definitive position near the back of the court and be a backcourt player where we can clearly see all the opportunities that are out there.

Likewise we are sometimes hesitant to be a “net” player. We worry that we may not be quick enough to respond to a challenge to our position or that somehow the business will go around us. But in reality, a successful player has to play the net on occasion to win the point.

Someone said, “I don’t know the key to success, but the key to failure is trying to be all things to all people.” You can’t play the net and the backcourt at the same time. In reality, the successful agricultural producer today has discovered there are times when you have to be a “backcourt player” and other times you have to “play the net.”

But you can’t play in “no man’s land” and expect to win.

You can position your business to be either a net or backcourt player, depending on the particular player on the other side of the court. You can’t do both at the same time—it does not work. But you can go back and forth without stopping in no man’s land.

As we begin another year, my wish to you is that it will be prosperous and meet your best expectations. My advice is to stay out of “no man’s land” in your plans for a successful year. Be a strong “back court” producer and a shrewd “net” player. Good luck and be safe in the year to come.

-Gary Beil

The Chairman's View

All of agriculture is undergoing a rapid evolution in how we do business. MCIA is affected by these forces, too. To adapt, MCIA is moving from primarily seed certifying to adding a variety of new programs and services.

The staff at MCIA has developed a Strategic Plan to allow MCIA to be more diverse and competitive in this new agribusiness environment. The Strategic Plan consists of objectives, which are:

1. Maximize number of acres and program participants in MCIA’s agronomic certification and related programs.
2. Continue to grow, expand and improve the organic certification program.
3. Expand the MCIA Technology Marketing Services (TMS) program.
4. Continue to develop and aggressively expand MCIA’s effort to market business support services to clients in the Upper Midwest.
5. Develop a marketing plan to improve MCIA’s competitive position in the Agri-Food Industry.

The MCIA Board has reviewed these objectives and strongly believes MCIA should move in this direction. However, just to make sure, the board requested that a group representing the full range of our customers also review these goals. We brought together 10 of our customers and explained MCIA’s goals and listened to their responses. There was a very open and frank discussion, and our customers approved the goals presented. The participants also added a variety of other possibilities. One theme that ran through that discussion was that MCIA has “Brand Recognition” because it has been in existence for over 100 years and has a very capable staff that is highly respected. These are qualities that will be beneficial in marketing new programs to our clients.

Some of these programs have already been initiated and are helping make MCIA profitable. Our last financial report shows a positive bottom line, which is necessary for any business to function.

- Steve Helmstetter

Organic Corner

Change. The Organic Foods Production Act of 1990 was amended through public law 109-97, November 10, 2006. You may view it in its entirety at <http://agriculture.senate.gov/Legislation/Compilations/AgMisc/OGFP90.pdf> or request a copy of the Organic Samplings from the MCIA office to read further discussion.

Calendar Items

January 11, 2006 SunOpta/Earthwise sponsored Organic Grower Workshop, Courtyard by Marriott, Moorhead, MN.

For organic growers or those just wondering about this market, this workshop will cover crop production issues and practices, risk management and organic livestock opportunities. RSVP by January 6 by calling 218-287-5510.

January 20 – 21, 2006 Minnesota Organic Conference, St Cloud Civic Center, St. Cloud, MN conference brochure located at www.mda.state.mn.us/esap/organic/06orgconf.pdf or call 651-201-6012. MCIA will be hosting an organic services committee meeting Saturday at 12:15.

February 2 -3, 2006 Upper Midwest Regional Fruit & Vegetable Growers Conference, St Cloud Civic Center, St Cloud, MN http://www.mfvga.org/education_umrgvc.shtml or call the Minnesota Fruit and Vegetable Growers Association at 763-434-0400.

February 10 -11, 2006 Northern Plains Sustainable Agriculture Society, Doublewood Inn, Fargo, ND <http://www.npsas.org/> or call Lynn Nelson at 701-883-4304.

February 23 – 25, 2006 Upper Midwest Organic Farming Conference, La Crosse, WI <http://www.mosesorganic.org/umofc/umofc06intro.htm> or call the Midwest Organic and Sustainable Education Service at 715-772-3153.

- Brenda Rogers

Statement of Activities & Financial Position For the Year Ended May 31, 2005

STATEMENT OF ACTIVITIES

	<u>Inspection & Laboratory Services</u>	<u>Foundation Seed</u>	<u>Total</u>
Revenues			
Fees	\$998,210		\$998,210
Seed Sales	-	\$478,937	478,937
Royalties & Other Income	<u>40,062</u>	<u>8,774</u>	<u>48,836</u>
TOTAL REVENUES	1,038,272	487,711	1,525,983
Expenses			
Program	863,368	164,372	1,027,740
Supplies/Maintenance	93,307	23,853	117,160
Insurance, Prof. Services, Payroll Taxes	257,016	51,796	308,812
Seed Cost	293	237,430	237,723
Miscellaneous	<u>20,208</u>	<u>5,483</u>	<u>25,691</u>
TOTAL EXPENSES	1,234,192	482,934	1,717,126
Net (Decrease) in Net Assets	(195,920)	4,777	(191,143)
Net Assets, Beginning of Year			<u>872,690</u>
Net Assets, End of Year			\$681,547

STATEMENT OF FINANCIAL POSITION

<u>Assets</u>	
Cash	82,922
Accounts Receivable	228,184
Accrued Interest Receivable	1,568
Inventories	23,433
Prepaid Expenses	6,932
Investments	1,062,057
Equipment	480,123
Less:Accumulated Depreciation	<u>(409,935)</u>
Net Equipment	70,188
Software Development, Net of Amortization of \$136,619 & \$117,171	<u>11,563</u>
TOTAL ASSETS	1,486,847

Liabilities & Net Assets

<u>Liabilities</u>	
Note Payable - Bank	175,000
Note Payable - Auto	27,774
Accounts Payable	33,919
Royalty & VDF Fees Payable	441,377
Accrued Salaries & Vacation	<u>127,230</u>
TOTAL LIABILITIES	805,300
Net Assets:	<u>681,547</u>
TOTAL LIABILITIES & NET ASSETS	1,486,847

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

Jody Says

This year's annual meeting will focus on topics related to certification, conditioning seed, and program requirements. A host of issues will be covered including sampling reports, tagging and bulk certificates, online access to results, importing and exporting seed, transferring ownership of seed and seed law update. As well as answering any of your questions. So come and bring your seed plant manager, approved sampler and other staff who work with MCIA. It will be an informative and helpful meeting.

If you bring your samples to the meeting, we will gladly bring them back with us!

Foundation Seed Notes

Foundation seed order forms were mailed to eligible members in early December. Members interested in ordering Foundation seed should send in their request as soon as possible. Varieties released in 2005 that are available include Ulen and Glenn wheat, Winona and Kame oats and MN1009 soybeans. Orders are now being taken on a first come first served basis.

The Minnesota Seed Grower

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

Gary M. Beil President & CEO
 Steve Helmstetter Chairman
 Dennis Sjogren 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
 Cal Spronk 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.

MCIA Annual Meeting: January 12-13, 2006 Best Western Bigwood Event Center in Fergus Falls, MN

The Minnesota Seed Grower

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PERIODICAL

MCIA Loses Two Longtime Supporters

In late November, MCIA received word of the deaths of Harley Otto and Lynn Anderson. Both individuals were passionate about the seed industry and were well known in Minnesota agriculture.

Harley Otto of Chisago City, MN and Mesa, AZ, age 77, died on Thanksgiving Day in Phoenix, Arizona. Harley Otto was born and raised on a farm near Richfield, Kansas. He earned a bachelor's degree in agronomy at Colorado State University and a Ph.D. in agronomy from Cornell University, where he served briefly as an assistant professor of agronomy before coming to Minnesota as Extension agronomist in April 1958.

Harley served Minnesota Crop Improvement Association (MCIA) as director and secretary from 1959 to 1975 and as its chief executive from 1975 until his retirement in January 1995. He received the "Mr. Crop Improvement" award in 1995.

He was a strong advocate for the Certified seed industry. While an Extension agronomist in Minnesota he gave leadership to the formation of the MSPPA organization, which developed the MPS brand for seed of public varieties. Harley was a member of the AOSCA Board of Directors for 35 years, and a member of the executive committee for 8 years. AOSCA awarded him its highest honor, an Honorary Life Membership in 1992.

Harley was very active in the Roseville Rotary Club, he was president from 1982-83, and District Governor in 1985-86. During his career, he was active in the American Society of Agronomy, the Minnesota Society of Association Executives and Rotary International, and served on committees of many agricultural organizations.

In his retirement, Harley enjoyed traveling, photography and learning new things, but mostly he enjoyed spending time with his family. He is survived by his wife Sara; daughters, Judi Treanor and Sandy Eastling; 8 grandchildren; 5 great-grandchildren.

Cards may be sent to:

Sara Otto
 1245 S. Birch Lake Blvd.
 White Bear Lake, MN 55110

Lynn Anderson age 89, died November 28. He worked his whole life on the farm his parents homesteaded near Comstock MN. He was a long time seed producer and began operating a seed conditioning plant in 1963. Lynn served on the MCIA board of directors and was President of the Clay County Crop Improvement Association. He was also active in the Minnesota Seed Producers and Processors Association (MSPPA). Named a Premier Seedsman in 1968, Lynn received the "Mr. Crop Improvement" award in 1988.

Lynn was the first farmer in Clay County to grow soybeans and was a long time member of the Minnesota Soybean Growers Association. He was involved in many other organizations. His wife Ruth Ann, two daughters, two granddaughters and a great granddaughter survive him.