

Official Publication Of The Washington State Hay Growers Association



December 2007

HAY NEWS

Newsletter Via E-mail

The WSHGA will begin sending the newsletter via e-mail to those members who have provided an e-mail address on their registration and/or membership forms.

This is in an effort to find more efficient, cost saving and effective means to communicate with members.

Your e-mail is listed on the mailing label, if it is incorrect or nothing is listed and you wish to add your e-mail – please contact Sheri at (509) 585-5460 or snolan@agmgt.com

Those who do not have e-mail addresses will continue to receive a hard copy newsletter in the mail.

President's Letter

Hay growers have many reasons to be thankful this year. The weather was more forgiving and hay prices are reaching all time highs. Most of the farmers I have spoken to have sold all their hay inventory for this season.

Farmers are the eternal optimists. This year was good but next year has the potential to be a better season. I foresee prices to continue to rise as the supplies get tight by this spring. High milk prices, a weak U.S. dollar to support the export market, and fewer acres in production are all positives going into next season. Even with all the positives, we have to find ways to control our rising input costs. Fuel, fertilizer, rent, seed cost, twine, and equipment have all gone up this year.

There is not a better place to gain valuable information to improve your hay operation than our annual conference and trade show. Every hay grower in the state should attend. I can assure you that your board has put a lot of thought into making this year's conference well rounded and interesting. Mark your calendars for January 16 and 17 to attend; it will be well worth your investment. Enjoy your holidays and I will see you at the convention!

President- Shawn Clausen

Lewis County Farmer Relief Effort

Various agencies are coordinating relief efforts to help all farmers in the Lewis County area suffering from flood damage. The Washington State Hay Growers Association will be contributing \$500 to these efforts and would like to get the word out to the membership on who they can contact to help out those in need.

The Washington State Farm Bureau – 800-331-3276 - is currently concentrating on giving financial support to all farmers in the area to help in the repair of tractors and other damaged equipment, restore facilities, etc. The Farm Bureau is guaranteeing that 100% of all funds received will be immediately distributed to farmers most in need.

The Washington State Dairy Federation is also coordinating efforts to get feed to the flooded dairies in the Southwest Washington area. Alfalfa hay is high on their list of needs. The Federation will also coordinate livestock donations to the farms when they are cleaned up, repaired and ready for animals. The Federation can be contacted at (360) 482-3485.

If you have hay that you wish to donate, you can contact Clint Didier at 509-727-7118. He has the names of volunteer truckers and the destinations for the hay.

**WSHGA
ANNUAL CONFERENCE
AND TRADE SHOW**

JANUARY 16-17, 2008

**THREE RIVERS
CONVENTION CENTER
KENNEWICK, WA**

**REGISTER ON-LINE AT
WWW.WA-HAY.ORG**

THURSDAY JANUARY 17—KEYNOTE LUNCHEON AND AFTERNOON WORKSHOP SPEAKER

“So You Farm Together. Congratulations...and Condolences”

Dr. Jonovic will illustrate the typical farm organization structure (and its potential dysfunctions) and suggest how and why family farm business partnerships tend to evolve in “unproductive” directions. He introduces suggestions for avoiding or dealing with these challenges, which he will discuss in detail in the afternoon workshop.

Thursday Afternoon Workshop—“Surviving Family Farming Whitewater”

Fortunately, since tendencies toward tension, conflict, and indecision on the family farm are almost universal, the problems that result have been faced—and solved—before by others. Dr. Jonovic will discuss positive and practical (and relatively straightforward) actions that can be taken to avoid the causes of stress and conflict within family farm partnerships, or to help deal effectively with them if they already exist. He will explain approaches to building a more effective organization through clarity of goals, rational pay systems, and real leadership development—all aimed at ensuring that the business has the management talent and energy essential for a successful transition of the family farm.

Biography: Donald J. Jonovic, Ph.D.

Dr. Jonovic is one of North America’s most experienced advisors to business owners and family companies, a specialist in management succession, business transition, and the management of multi-owner, family businesses and farms. He has written eight books, including *“Ag-Planner/IV™: An Ownership and Transition Planning Workbook for Family Agribusinesses.”*

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Open Board of Directors Positions

If you are interested in serving on the WSHGA Board of Directors, please contact the Association office by January 4th at (509) 585-5460 or snolan@agmgt.com to be included on the January ballot. The board meets approximately 6 times a year. Term of office is two-years and you must be a current member of the Association. As an active board member, registration and membership to the annual conference is provided.



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