



## As Pork Producers Adjust to Tough Market, USDA Buys Surplus Pork

The U.S. Agriculture Department announced that it will purchase up to \$50 million of pork products for child nutrition and other domestic food assistance programs to help address the growing crisis in the pork industry. U.S. Congressman **Tim Walz**, D-Minn., sent a letter to Agriculture Secretary **Ed Schafer** urging him to make such purchases of pork products to help pork producers throughout the country who are experiencing serious economic difficulty due to high input costs and low cash hog prices. U.S. Sen. **Amy Klobuchar**, D-Minn., the American Farm Bureau Federation and the National Pork Producers Association made similar requests.

“These purchases will help stabilize hog prices and mitigate the economic losses faced by our producers in southern Minnesota,” says Walz. **Brad Freking**, CEO of **New Fashion Pork**, in Jackson, Minn., says the purchases are significant and represent about 2.5 percent of industry production. **Dave Preisler**, executive director of the **Minnesota Pork Producers** says, “It’s helpful that the federal government recognizes there is a problem and it’s a tremendous boost for the folks that utilize those nutrition programs.”

Minnesota’s First Congressional District ranks second in the United States in pork production. More than 2,500 pork producers, who raise 9 million hogs each year, make their home in southern Minnesota. The industry employs approximately 22,500 Minnesotans and generates more than \$7 billion in economic activity for Minnesota.

### Tough Times for Pork Producers

In April, wholesale pork prices hit the lowest level in four years. Meanwhile, producers are paying record high prices for energy, feed and trucking. By most estimates, producers have been losing \$30 to \$50 per head, which could mean a \$3.5 billion loss for the United States pork industry, this year.

“Experts have predicted that 2008 will likely be the worst financial year for pork producers in modern history. USDA’s help could not come at a more critical time,” says



**Bob Stallman**, president, American Farm Bureau Federation. Pork producers’ feed costs have risen from an average of \$50 per pig to \$105 per pig to bring a 40 pound pig to 270 pound market weight. While live hog prices have rebounded recently from \$35/cwt. to just shy of \$60/cwt in Mid-May, the price is still not high enough to yield a profit for pork producers. Preisler attributes the price increases to strong export demand (up 50 percent), seasonal demand increases, and sale of lower weight pigs. “Unfortunately, even those high prices are only approaching breakeven,” he says.

Pork producers are adjusting by exiting the business, marketing pigs earlier, tightening their belts and using risk management tools. New Fashion Pork is downsizing slightly, slashing overhead and utilizing aggressive risk management tools, according to Freking. **Christensen Farms**, Sleepy Eye, Minn., has reduced capital expansion to a small pace, reduced sow herds slightly and reduced market weights and stocking rates. “We are completing a new feed mill, however, because with diesel fuel at \$4.50 per gallon, it doesn’t make economic sense to haul feed from 70 miles out,” says CEO **Bob Christensen**. Both Christensen and Freking say their integrated model with Triumph Foods has proven advantageous.

### Economic Outlook

Preisler says the short and medium

term outlook for the pork industry is highly dependent on the size of this year’s corn crop. “This is as volatile of a time right now as we’ve ever been in,” he says. Freking sees zero to negative earnings for the foreseeable future. “In the long term, food prices will shift higher and return the industry to profitability at the expense of the consumer. This will happen in all protein industries over the next 12 to 18 months, with animal proteins increasing 20 percent to 30 percent at the consumer level,” predicts Freking. He advocates for a federal food policy that eliminates market-distorting subsidies to the ethanol industry. “Livestock producers can’t compete with a \$1.50 per bushel subsidy for corn, which is what the ethanol blenders tax credit equates to,” he says.

Christensen says the market isn’t done adjusting yet, but he believes this time cutbacks will be more modest than in the past and will be taken more across the board. In the medium term it will drive more consolidation, he says. Christensen has hope for the future. “Today, we’re caught in a perfect storm and it’s hard to be too positive, but long term the future is for pork is good,” he says. “The U.S. provides a safer, higher quality and more dependable supply of pork than any other avenue in the world. Even if the dollar rises, the inroads we’ve made in marketing U.S. pork around the world are not going to dry up. The combination of a first rate live production system and a highly efficient processing system will make this a good business to be in long term.”

### Additional Measures Needed

Preisler says that leaders in the pork industry are meeting with federal officials and

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## MINNESOTA AGRI-GROWTH COUNCIL



The Minnesota Agri-Growth Council is a unique trade association whose mission is the promotion of Minnesota agriculture with elected officials, the general public, media, and the farm community. The Agri-Growth Council's 200 members represent the entire food and agriculture sector, from agribusinesses and processors to producer-based commodity organizations. The Council is based in St. Paul and has been working to promote Minnesota agriculture since 1968.

### BOARD OF DIRECTORS

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## Member IN FOCUS

**Company:** Gold'n Plump Poultry

**Web site:** [www.goldnplump.com](http://www.goldnplump.com)

**Locations:** Saint Cloud, Cold Spring and Luverne, Minn., and Arcadia, Wis.

**Employees:** About 1,500

**Annual sales:** \$250 million

#### Company description:

Gold'n Plump Poultry is the largest producer of fresh and frozen chicken for retail, food service and deli in the upper Midwest. It's unique, because most chicken producers are located either on the East Coast or southern United States. Gold'n Plump partners with more than 250 family farmers in Minnesota and Wisconsin. The company's primary distribution area is the Midwest, expanding nationally. It provides differentiation through a strong commitment to quality, innovation (having many poultry industry "firsts"), Six Sigma and lean practices. An area of focus is using automation to provide consistently premium products and a safe work environment while helping reduce labor costs. Gold'n Plump processes about 87.2 million chickens annually.

#### Company milestones:

The company was founded in 1926 as Jack Frost — it started as a small, seasonal hatchery selling day-old chicks to farmers throughout the state. The company continued to grow and evolve towards integration under the leadership of Don, Jerry, and later Mike Helgeson. During that time, the hatchery, feed mill, and contract grower base were expanded. In late 1983, it became fully integrated with the acquisition of the Cold Spring processing plant. In 1993, Gold'n Plump purchased Arcadia Fryers which today produces food service and deli products. Last year, the Arcadia operations were expanded and included the addition of a state-of-the-art hatchery.

#### Brand and products:

The Gold'n Plump brand was launched in 1978 and rose to local fame through the use of a creative ad campaign, which many remember as the "parachuting chickens." Since then, the Gold'n Plump brand has grown to lead the Minneapolis-St. Paul market with 97 percent brand awareness and consumer preference of eight to one versus the closest branded competitor.



For the retail market, Gold'n Plump's products include a large, fresh selection of truly all-natural (nothing added) premium chicken and convenience products like Bake It Easy™ (pre-stuffed breasts and seasoned whole chickens in bake-in packaging), and pre-flavored Marinades®. Other convenience products include fresh ground chicken, a line of freshly frozen Everyday Easy™ chicken, and grab 'n' go deli rotisserie and cut-up chicken.

#### Q & A With Lexann Pryd-Kakuk, corporate communications manager *What are key trends in your industry?*

Long known as "America's favorite protein," Americans eat an average of 85 pounds of chicken a year (per capita). Chicken is also growing in popularity in the export markets where we've recently seen record increases in volume: 16 percent of our products were exported to countries like China, Russia and Mexico in 2007.

Consumers continue to look for convenience products that help them and their families lead healthier lifestyles. Their palettes are also becoming more "sophisticated," wanting exciting new flavors and cuts.

There's also a growing interest among both consumers and trade customers in how their chicken gets from the "farm to the fork." They want to understand how the animals are cared for, the impact on the environment, as well as what's going into our products. Questions around feed, rearing practices, and safety measures are more frequently asked. Company transparency is becoming an important part of the buying decision and therefore, a requirement for prospective buyers. These elements are driving a desire for fresh, local products.

**Gold'n Plump continued on page 3**



# Minneapolis Depot Selected for Food and Agriculture Gala

## Over 3,000 Guests/VIPs Expected to Attend

The Depot, located on the Mississippi River's historic waterfront in downtown Minneapolis, has been selected as the venue for the AgNite gala, Sept. 2, during the GOP National Convention. AgNite will be hosted by dozens of industry sponsors from around the country and the Minnesota Agri-Growth Council.

"AgNite will be a grand celebration representing the scale and diversity of today's food and agriculture industry," says **Daryn McBeth**, Agri-Growth president. "The historic significance of The Depot, located in the heart of Minneapolis' original milling district, will provide an inspiring setting for what will be *the* food and agriculture event when 50,000 visitors are in town for the

GOP National Convention."

The AgNite event will showcase America's food and agriculture industry in a unique and exciting club atmosphere, featuring high-tech, interactive displays, cutting-edge visual effects, top-notch food and beverage selections and headline entertainment later in the evening. The invitation-only event will include 3,000 to 5,000 guests, delegates, policy makers, news media and industry leaders.

Event preparation has been in the works since the Twin Cities was announced as the site for the Republican National Convention. In addition to the Minnesota Agri-Growth Council staff, the AgNite Planning Team includes a group of experienced event, public relations and political strategy experts. Ellis International is assisting with event logistics, **Himle Horner** with public relations and media strategy, Ridge-way International is producing the event and Twin Cities Strategies is providing expertise to ensure a who's who crowd.

AgNite would not be possible without the support of its already 30-plus sponsors. The five Platinum AgNite sponsors — **AgStar Financial Services, CHS Inc., Hormel Foods, Land O'Lakes** and the **Minnesota Corn Growers Association** — reflect the world-class leadership and innovation that will be featured through-



Built in 1889, the Depot is on the National Register of Historic Places and was named Best Banquet/Reception Venue by the *Minnesota Meetings and Events* magazine for the past three years.

out the event. In addition, dozens of industry-leading companies and organizations, including **Monsanto, Syngenta, General Mills, Kraft Foods**, American Farm Bureau Federation, Renewable Fuels Association and **BNSF Railway** have signed-on as Gold, Silver, Bronze and Executive sponsors for the event, representing the global reach of America's food, agriculture and bioenergy industries. There is still time for more businesses and organizations to become sponsors of AgNite. Sponsorship is the best way to ensure event access.

"The agriculture and food industry plays an important role in today's economy," says **Joe Swedberg**, vice president of Legislative Affairs for Hormel Foods and Agri-Growth board chair. "Hormel is proud to host AgNite with other agribusiness leaders, showcasing our industry's contributions to society."

For more information about the AgNite event or to learn how to become a sponsor, visit [www.agrigrowth.org/agnite](http://www.agrigrowth.org/agnite) or contact Daryn McBeth at (651) 905-8900 or [daryn.mcbeth@agrigrowth.org](mailto:daryn.mcbeth@agrigrowth.org).



PRESENTS



DURING THE

**2008** REPUBLICAN NATIONAL CONVENTION  
SEPTEMBER 2, 8 P.M. - 2 A.M.

## Gold'n Plump ...continued from page 2

### What's new with your company?

To become more transparent and connected to consumers, we are launching a new brand campaign that focuses on our local family-farm partners. Independent research told us that consumers have favorable opinions about chickens raised on local family farms. They believe that smaller-scale family farms care more about the environment and food safety. Consumers will be introduced to many of the real family farmers who raise our chickens on billboards, on product package stickers, on the radio and online via ads and our web site.

On the product side, we introduced Recipe Ready™ Ground Chicken as a fla-

vorful and healthful alternative to ground turkey or beef. It contains 33 percent less fat than regular ground beef. Recently, we reformulated two best-selling flavors in our Marinades® line to reduce sodium by 25 percent or more.

Additionally, we just launched butterfly whole chicken, a whole chicken cut lengthwise down the backbone and flattened in a "butterfly" fashion. Popular on the West Coast and Hispanic markets, it provides value for deli and food service customers because it may cut labor costs by considerably reducing labor and cooking time versus a regular whole chicken.

### What are your legislative priorities?

A major challenge our company and industry faces is skyrocketing feed costs in part due to the fact we're using 25 percent of our U.S. corn crop for ethanol. Feed costs have doubled since 2006 costing our industry an additional \$100 million per week — a cumulative total of \$6 billion to-date. Ultimately, these costs will need to be passed to consumers, further increasing food inflation and straining tightening consumer budgets.

Another priority is the need for comprehensive immigration reform at the federal level. This includes a temporary guest worker program, effective employee verification, and a way for people already in this country to earn legal status.

# Food & Ag Reporters for Twin Cities Media Find Agriculture a Busy and Interesting Beat

It's never been more important for agriculture to communicate its story to an urban audience, as few people today understand agriculture or how their food is produced. Agri-Growth recently spoke with four reporters who cover food and agriculture for the Twin Cities media. The reporters are Matt McKinney with the *Star Tribune*, Tom Webb with the *Pioneer Press*, Mark Steil and Dan Gunderson

both with Minnesota Public Radio. Below you'll find a brief bio and short Q&A with each reporter. Three of the reporters have been covering agriculture off and on for more than 20 years. All of the reporters say they like their beat and believe food and agriculture is an important part of Minnesota's economy. All four welcomed timely, relevant story ideas and leads from Agri-Growth readers.

## Matt McKinney

Food & Agriculture Reporter, *Star Tribune*, [mckinney@startribune.com](mailto:mckinney@startribune.com)  
PH: 612-209-0376

Before joining the *Star Tribune* in 2003 as an evening general assignment reporter, Matt McKinney had worked in Cambodia as a freelance writer and in Providence, R. I., and Washington, D.C., as a reporter. In 2006, he began covering food and agriculture for the business section of the *Star Tribune*. Both beats were new to him. "I had a steep learning curve because I didn't grow up on a farm and I had never covered business before. It's been fun and challenging. I feel that I cover a very important beat with all that's going on in the food and agriculture area," says McKinney, who grew up in Stillwater, Minn.



### Recent food & ag stories by McKinney

- *Fresh worries for farmers*
- *Cargill's new no-calorie sweetener gets a nod*
- *41 hot dogs in 10 minutes, and an appetite for more*
- *Rising food prices starve charities*
- *Lean times for pork producers*

### Most important ag story you've written?

"Stories on the food crisis and how people in the poorest countries are really struggling. High food prices are uncomfortable for U.S. consumers, but they aren't a matter of life and death. Elsewhere in the world high food prices are frightening and quite dire."

### Most challenging ag story you've written?

"They all are really challenging. I didn't grow up on a farm, but many, many readers did. They know if you've got your facts right and they'll let you know if you don't."

### What ag stories generated the most response/interest?

"A story on Zestar, the U of M's new apple variety, generated a lot of response. Ethanol is a very interesting and controversial subject to write about. It's tied to food production,

energy and the environment so a lot of people are interested in it and want to talk about it."

### Do you like reporting about agriculture?

"I love it. It's a Minnesota story. Agriculture goes back to the founding of the state. It's such an important part of our economy and so many people's lives. I feel like you can't understand Minnesota until you understand agriculture."

### What's the most interesting thing you've learned about agriculture?

"The Minneapolis Grain Exchange is fascinating to me with the traders calling, shouting and throwing hand signals to buy and sell wheat. It's a cultural center for the agricultural world. They are moving toward an electronic trading system, but I love the history of the Exchange."

### How do you determine your ag stories?

"I try to gauge what people are wondering or thinking about. I pay attention to what is going on in government and the commodity markets. I talk to people regularly, read SEC reports, and I'm inundated with press releases, which sometime prove useful."

### How many ag stories do you write a week?

"I'll write anywhere from two to four stories a week. Sometimes I'll spend an entire week or two weeks on a story, other times I'll write two stories in one day."

## Tom Webb

Food and Agriculture Reporter, *Pioneer Press*, [twebb@pioneerpress.com](mailto:twebb@pioneerpress.com)  
PH: 651-228-5428

Tom Webb grew up in St. Paul and has been reporting on agriculture on and off for 23 years. He began covering Kansas agriculture and later worked as a Washington, D.C., correspondent for the *Wichita Eagle* and later the *Pioneer Press*. In Washington, he covered nearly everything from Supreme Court cases and the Pentagon to Congressional hearings. Currently, he works out of St. Paul as the food



and agriculture reporter for the *Pioneer Press*.

### Does your publication have a philosophy on ag reporting?

"It's a different news environment than ten years ago. We're more focused on local news for an urban audience. Our paper doesn't circulate statewide so when I report on agriculture I'm translating and explaining how agricultural actions affect urban and suburban readers. There's less of an appetite for narrow focus farm stories. I spend less time than my predecessor, Lee Egerstrom on ag stories. The food industry is huge here and we cover that whole sector."

### Most recent food & ag stories?

- *No sweetness in sugar debate*
- *Stevia a sweet bet for Cargill*
- *Land O'Lakes earnings soar 16 percent*
- *What's up at the supermarket? Prices for almost everything*
- *It's official your wallet is taking a hit at the grocery store*
- *Minnesota corn crop farthest behind schedule*
- *Poet axes plan for Glenville ethanol plant: Blames environmental regulatory process*

### What ag stories generated the most response/interest?

"People are very interested in the whole biofuels area. I get lots of calls and e-mails on that."

### Do you like reporting about agriculture?

"I do, especially now, it's a very dynamic business. It used to be a bit of a sleepy beat, but not anymore."

### What is the most interesting thing you've learned about agriculture?

"A lot of things are interesting and that's why I've stuck with it. The global nature, the marketing side, the passion people have about food, all of these things make agriculture interesting."

### How do you get your story ideas?

"They come from everywhere, at an event, talking with people, the internet, farm groups, critics of farm groups, rival news sources, news releases. The more you do, the more you hear,

**Agriculture Reporters continued on page 5**

the more stories you can do. It feeds on itself in a good way.

“When I was in Washington, I had to choose my stories wisely, because there were hundreds of things to write about. The food and ag beat is getting to be like that. You choose stories that are the most significant, the most interesting.”

### **Mark Steil**

Reporter, Minnesota Public Radio  
Worthington, Minn., [msteil@mpr.org](mailto:msteil@mpr.org)  
PH: 507-372-2904

Mark Steil has worked for Minnesota Public Radio since 1978. Based at MPR's Worthington office, Steil has covered major changes in the economy and society of rural



Minnesota. Agriculture has been a major focus of his reporting; he's covered everything from the farm crisis of the 1980s to the corporate makeover of agriculture in the 1990s. “I'm a generalist and cover anything that happens in southwestern Minnesota. Ag stories probably take up about 40 percent of my time,” says Steil.

#### **How does MPR approach ag coverage?**

“Most story ideas come from the reporters in the field. MPR has eight reporters outside Twin Cities and every one of them will do something on agriculture at some time.”

#### **How many ag stories do you report on in a week?**

Most of our stories are three to four minutes long with several people interviewed. I probably do three to four ag stories a month. If there is a hot topic like the farm bill, I might do four stories in a week.

#### **What recent agricultural stories have you done?**

- *Reported on the farm bill*
- *Reported on a food vs. fuel hearing in the U.S. House Energy and Air Quality Subcommittee*

#### **What is the most important ag story you've written?**

“Stories on the technological changes that have come into farming. From advancements in precision agriculture, new seeds and biotechnology, farmers are getting better at producing more all the time. That's what farming is about.”

#### **What was the most challenging ag story and why?**

“I did a lot on the ag crisis from 1983 to 1986 and that was challenging. It was difficult

to see a lot of good people go out of business because of high interest rates. It really was a crisis and it changed agriculture. The second most challenging story has been the development of the ethanol industry.”

#### **What ag stories generated the most response/interest?**

“The farm crisis stories. I did long, in-depth pieces on that over time. More recently, the debate on farm prices, ethanol, and food vs. fuel.”

#### **Do you like reporting about agriculture?**

“I really enjoy it because it is so diverse. Farmers are as different as snow flakes. Some farmers are on the breaking edge and some farm the old-fashioned way. They are very interesting and knowledgeable people and that keeps it fresh all the time.”

#### **What did you know about agriculture before this job?**

“I visited relatives' farms, but most of my learning has been on the job. To write decently, you have to educate yourself.”

#### **What is the most interesting thing you've learned about agriculture?**

“How complicated and difficult farming is and what a good manager you have to be to make it through. I have great admiration for the people who can make money at it.”

#### **How do you determine your ag stories?**

“I keep up with what's going on in the industry and government. I use the internet a lot. I watch web casts of congressional hearings. I know where commodity and livestock prices are every day and I know broad trends. I also do seasonal stories about agriculture.”

### **Dan Gunderson**

Reporter, Minnesota Public Radio, Moorhead, Minn., [dgunderson@mpr.org](mailto:dgunderson@mpr.org)  
PH: 701-367-4798

Dan Gunderson has been a broadcaster for Minnesota Public Radio for 20 years and has been covering agriculture in northwestern Minnesota and North Dakota for nearly 25



years. “I cover the environment, agriculture and whatever else happens in my geographic beat,” he says. Gunderson studied wildlife biology, but his first love is telling stories. “It's very interesting to sit around the kitchen table, talk with people, tell their stories and get paid for it,” he says.

#### **Does MPR have a philosophy on ag reporting?**

“MPR covers the entire state as well as

into the Dakotas, Iowa and Wisconsin. There is an understanding that agriculture is a very important industry in Minnesota and that a large part of the state is involved in agriculture. The news leadership at MPR is receptive to agricultural stories.”

#### **Recent ag stories:**

- *A report about American Crystal Sugar Company's pilot project to turn sugarbeet waste into methane to generate electricity*
- *A report on two bachelor farmer brothers in their late 90s, looking back at the history of their century farm.*
- *A report on the biotech yield enhancement program, for triple-stacked corn.*

#### **What is the most important agriculture story you've reported on?**

“The farm crisis of the 80s. The story lasted for a long time and it was important for the broader public to understand that story. It was difficult for farmers to talk about failure.”

#### **What was the most challenging ag story?**

“Farm policy is always challenging to report for the general public because it's not easily explained in sound bites. It's a complex subject and we have to make it understandable.”

#### **What ag story generated the most response/interest?**

“A report I did several years ago on concerns about pesticide use and its effect on human health.”

#### **Do you like reporting about agriculture?**

“I like reporting about agriculture because it is so varied. There is so much happening in crop genetics, biofuels and other areas that it is challenging to stay up to speed on what's happening.”

#### **What did you know about agriculture before this job?**

“I grew up on a farm in northwestern Minnesota and was plowing fields at age ten.”

#### **What is the most interesting thing you've learned about ag on this beat?**

“All the new technologies being used in agriculture.”

#### **How do you get your story ideas?**

“I try to read a lot of trade publications, maintain contact with farmers, researchers and other people in various aspects of the business to get a sense of what they are talking about and interested in. I want to be out front on issues and report as the stories are developing.”

#### **Who should we contact with story ideas?**

“You can e-mail me. I love to get story ideas. I can do my job much better when I work with those who are deeply involved with agriculture.”



## Minnesota Agri-Growth Council, Inc.

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### UPCOMING EVENTS

#### June

16.... AgPAC Golf Fundraiser

27 ... Board Meeting

#### September

2 .... AgNite Gala Event

19.... Board Meeting

#### October

30 ... Annual Meeting

## Golf Reminder

Monday, June 16  
Valley View Golf Club  
Belle Plaine, Minn.

Download Registration  
Form at [www.agrigrowth.org](http://www.agrigrowth.org)



## Omnibus Ag & Veterans Bill Signed

### Twenty Percent Biodiesel Blend Required by 2015

**Governor Pawlenty** signed the Omnibus Ag and Veterans bill on May 13. The bill bumps up Minnesota's 2 percent biodiesel requirement to 20 percent by 2015, although the required level falls during the cold months of the year. A number of "off ramps" are provided in the bill that are intended



to mitigate food versus fuel issues, operational concerns, cost and supply issues and environmental concerns. The legislation requires 5 percent of feedstock to come from non-traditional sources such as algae, waste oils and other sources. Rep. **Al Juhnke**, DFL-Willmar, the bill's House author, called the legislation ground breaking and said the state "once again asserts itself in a leadership role in biofuels across this country." For more information see the May 2008 Agri-Growth Newsletter.

The bill also includes provisions for grants to Minnesota livestock farmers who spend more than \$4,000 upgrading their facilities. The bill establishes guidelines for animal chiropractors, an emerging area.

## Pork Industry *continued from page 1*

legislators to address industry concerns. The National Pork Producers Association is encouraging USDA to make follow-up purchases of pork this fall when larger numbers of hogs typically come to market. Credit availability is another concern. "A farm that hasn't added an acre or a pig will need 50 percent to 60 percent more capital than before," says Preisler. "Current limits for guaranteed loans may no longer be adequate. Bank regulators may need new rules of thumb as they evaluate loans." Finally, pork producers, concerned about a crop shortage, are urging the federal government to closely watch the supply and demand situation for corn and consider competing interests for that grain.

## Agri-Growth Seeks Board Candidates

Individuals interested in serving on the Minnesota Agri-Growth Board of Directors should contact the office by June 30. Information will be passed on to the Board Nominations Committee for consideration. Qualified candidates must be members in good standing, be willing to attend four board meetings, the annual meeting and other various activities throughout the year.

Individuals will be contacted prior to the 2008 Annual Meeting (October 30) and would serve a three-year term. If you have questions please contact Nikki at [nikki.deyle@agrigrowth.org](mailto:nikki.deyle@agrigrowth.org).

**Welcome New Members**  
**Feed Products North**  
**Tom Rothman**