



2702 W. Sunset Boulevard, Suite A
Spokane, WA 99224

phone: 509.456.2481
e-mail: wgc@wagrains.org

MINUTES

September 23-24, 2025

<https://us02web.zoom.us/j/82239894144>

Present

Kevin Klein, District VII-Barley / Chair
Ty Jessup, Position 2-Wheat Industry Rep / Vice Chair
Brit Ausman, District III-Wheat / Treasurer
Mike Carstensen, District I-Wheat
Ben Barstow, District II-Wheat
Ben Adams, District IV-Wheat
Nicole Berg, District V-Wheat
Art Schultheis, District VI-Barley
Scott Steinbacher, WA ST Dept. of Agriculture Rep

Absent

Barley Industry Rep - *Vacant*
Position 1-Wheat Industry Rep - *Vacant*

Staff:

Casey Chumrau, Chief Executive Officer
Jake Liening, Market Development Specialist
Sarah Marquez, Communications Manager
Sheila McCrea, Finance & Administrative Specialist
Parker Dawson, Systems & Administrative Specialist
Shari McCarthy, Receptionist/Accounts Specialist

Visitors:

Industry, general public and media

Call to Order – Chair Kevin Klein called the regular meeting of the Washington Grain Commission (WGC) to order at 10:00 a.m. on September 23, 2025.

Administrative

1. Additions to Agenda
2. Introductions and Roll
3. Open Forum – Public Comment Period.
 - a. Growers addressed the board regarding constituents' dissatisfaction with elimination of the WGC vice president position. Concern was expressed that their district commissioner(s) were not responsive to questions by the growers. All desired full transparency of the board's actions and that they be relayed to growers using multiple communication methods.
4. Approval of Minutes – May 14-15, 2025. The minutes of the annual meeting were circulated to the members of the WGC prior to this meeting.

Motion was moved, seconded and passed to approve the minutes of the annual May 14-15, 2025 meeting as recorded.

5. Approval of Financials – Chair Kevin Klein reviewed the WGC financial statements for the months of May, June, July and August 2025 with the board as follows:

BALANCE SHEET FOR THE GENERAL FUND

August 31, 2025

Assets:	
Checking – US Bank	160,704.41
Petty Cash	200.00
W – US Bank Saving	126,932.92
B – US Bank Savings	24,612.56
W – Robert W. Baird Mmkt Acct	16,369.27
W – Robert W. Baird Investments	17,225,772.81
B – Robert W. Baird Mmkt Acct	136.50
B – Robert W. Baird Investments	191,680.02
Assessments Receivable	<u>310,597.68</u>
Total Assets:	<u>\$18,057,006.17</u>
Liabilities:	
Accounts Payable	41,509.66
ID Withholding Payable	358.00
Def Comp Payable	3,367.17
PERS Payable	8,670.10
WA Cares Fund	717.62
Paid Family Medical Leave	906.22
L&I Premium Payable	667.72
Unearned Assessments Revenue	310,597.68
Unearned Revenue (Renter Deposit)	<u>3,000.00</u>
Total Liabilities:	\$369,794.17
Equity:	
Retained Earnings-Current Year	(334,744.17)
Fund Balance (Unassigned)	8,801,612.17
Reserved Fund Balance (Assigned)	6,400,000.00
Marketing Reserved Fund Balance (Assigned)	1,500,000.00
WSU-WRF Reserved Fund Balance (Assigned)	<u>1,320,344.00</u>
Total Equity:	\$17,687,212.00
Total Liabilities & Equity	<u>\$18,057,006.17</u>

Transfers and disbursements were reported to the board for the periods of May, June, July and August 2025 and recommended that all disbursements be approved and authorized for payment. There were no voided checks.

Motion was moved, seconded and passed to approve the May, June, July, and August Financials as presented: ACH Transfers 452 – 469 and Checks #33279 – #33293 representing **May** expenditures; and ACH Transfers 470 – 498 and Checks #33294 – #33312 representing **June** expenditures; and ACH Transfers 499 – 515 and Checks #33313 – #33334 representing **July** expenditures; and ACH Transfers 516 – 528 and Checks #33335 – #33353 representing **August 2025** expenditures.

- Assessment Collections / Investments – CEO Casey Chumrau presented the Analysis of Assessment Collection report which showed that as of September 15 the following amounts were received: barley assessments \$17,750; and wheat assessments \$1,030,188. It was noted that the collections to date are below this same time last year due to the busy harvest season. November will provide a better estimate of total projected revenue for FY 2025/26.

Current investment details of certificates of deposit and federal notes for barley and wheat, which are tracked separately per RCW 15.115.280, were communicated to the board. Combined CD and FN investments for barley totaled \$193,576; and wheat investments totaled \$18,747,934. Interest rates for new investments with Robert W. Baird & Co. (RWB) are remaining steady and being secured as maturity dates are met.

7. Commission Operations – Chair Kevin Klein addressed the following:
 - a. Employee Settlement Agreement – Casey Chumrau stated that the elimination of the vice president position was a business decision that was not made lightly. The board recognized Mary Palmer Sullivan’s remarkable legacy and deeply valued her contributions over the 37 years at the WGC. Roles are being adjusted among other employees while integration of new programs is developed. Due to her long tenure, the following motion was made:

Motion was moved, seconded and passed to approve payment of \$146,000 to Mary Palmer Sullivan as part of a negotiated settlement agreement.

- b. 2025 Strategic Plan – Casey Chumrau presented a PowerPoint presentation outlining the flow chart of employees’ duties and action items and goal accomplishments for the future. Nicole Berg asked about measurable goals; noting that the board was not ready to approve the revised Strategic Plan without them. It was answered that the goals would be tracked using Monday.com project management software; and reference was made to the Imperatives and Objectives listed under Marketing (new Item B added). Activities, key details, and accountability will be measured to ensure they are completed, keeping the board and staff on track. Metrics will be shared at each subsequent board meeting.

Motion was moved, seconded and passed to include item “B” under Marketing on the May adoption of the Strategic Plan: “Actively participate in partner/adjacent organizations on a state, regional and national level”.

See Attachment A at the end of these minutes.

- c. Appoint Wheat Industry Representative Position 1 – Chair Kevin Klein stated that interviewing is still taking place to find an individual/company for the recently vacated Position 1 held by Brian Liedl. An exporter is preferred. It is not required that the candidate reside in WA State. This search for a replacement is ongoing and will be addressed again at the November board meeting.
 - d. Committee Assignments – *See Research Item 5. Research Committee Proposal.*

District Reports

- Mike Carstensen (District 1: Ferry, Lincoln, Pend Oreille, Spokane, Stevens) – Most of the sowing is done. Some of the irrigators are still going. There were places that had significant rains during seeding. There are very limited re-sow acres. The early stuff is up and looks good. Harvest is done. Most of the winter crop was 20% above average and spring crops were the opposite. Inputs — a lot of anxiety with growers. The rains are bringing grassy problems within the fields. There is spraying happening currently.
- Ben Barstow (District 2: Whitman) – There are still some garbanzos out for harvesting in the Eastern part of the county. There is a lot of seeding going on. Winter wheat yields were better than everyone expected. Low test weights, but good quality considering how dry it was.
- Brit Ausman (District 3: Asotin, Columbia, Garfield, Walla Walla) – Shihen variety was tested No. 1. Growers are getting pressed further with rent prices and input prices versus wheat prices. High

equipment costs. Operators are hanging it up, subsidizing it with their day jobs, or selling to corporate jobs. Good seeding conditions.

- Ben Adams (District 4: Adams, Chelan, Douglas, Grant, Okanogan) – Harvest was good, roughly 15% above average. Quality-wise, lower test weights were okay. Mostly everyone is seeding or has finished seeding. A lot of people are fighting residue (straw). They don't know whether the variety was the reason.
- Nicole Berg (District 5: Benton, Franklin, Kittitas, Klickitat, Yakima) – Had a pretty good harvest. Didn't hear of anyone who had a bad harvest, but no prices. The spring wheat was a train wreck. The crop insurance assessed a field and assessed it at 4 bushels when they actually cut it at 2 bushels. Franklin has seeded and has done some reseeding. In Benton, there has been some early seeding. Some farmers have gone back to conventional methods due to weed resistance stress.
- Art Schultheis (District 6 Barley: Asotin, Benton, Columbia, Franklin, Garfield, Klickitat, Walla Walla, Whitman, Yakima) – Colton area, ended up 3" below normal for moisture. Winter crops were good quality, a very cool June. They received 2" within May, June, and July. The quality was good. Winter wheat was right on average. Spring crops were all over the board depending on if you got them in early. They received an inch of rain, and seeding has begun. There is some volunteer that is coming up with the re-crop acres.
- Kevin Klein (District 7 Barley: Adams, Chelan, Douglas, Ferry, Grant, Kittitas, Lincoln, Okanogan, Pend Oreille, Spokane, Stevens) – Spring wheat quality was good with No. 1 grade. A lot of farmers talked about the spring wheat being short and leaning over due to the straw strength. There seemed to be more barley fields than expected. Malt acres are down. In winter acres, farmers were happy with yields. Russian thistle is getting worse, and they are getting bigger. Summer fallow and seeding are going on. The rain showers are spotty and inconsistent.

Industry and WSDA Reports

- Ty Jessup (Position 2-Wheat Industry Rep) – There is a lot of wheat in the world. Black Sea has quality issues but it's hard to determine what it will do to prices. Australia's crop is getting bigger and USDA is reporting an even bigger crop. A large U.S. corn crop, soybeans are going to be a little smaller due to trade issues (China is still not buying U.S. beans), and a lot of corn is being exported. The challenge will be South America and their corn crop. Markets are not optimistic. Falling numbers were okay but a little low. Proteins are high 9's and low 10's. Club was almost identical to white wheat but showed better test weights than white wheat.
- Scott Steinbacher (Eastern Washington manager of the Warehouse Audit/Grain Inspection Programs, WSDA) – Grain inspection for the harvest was really good. About 6,500 samples were tested of which the majority was graded U.S. No. 1. A good portion of soft white (SW) wheat was also No. 2, but still fairly good. Falling number research is still being conducted out of the Colfax office. Exports didn't taper off as drastically as they were originally told.

Guest Speaker: Derek Sandison, Washington State Department of Agriculture director, updated the board on work the department is doing on trade and tariff impacts. He joined Mike Miller, Washington Genetics, LLC in providing a trade outlook. *See Other Topics Item 1. Current Trade Environment.*

They reported that the last four years other countries have been displacing Washington goods. Recognizing we need to make up for lost time. This year Washington exports are up about 1%, only because of some major outliers, including increased exports to Mexico by 51%, mostly dairy, meat, frozen potatoes. Trade to China has decreased 48%. There's an opportunity to take advantage overseas, particularly The Philippines, Indonesia, Vietnam, which will require a more aggressive posture. Bangladesh has value to Trump in the trade war. Overall, there is a very positive outlook—it is a matter of being aggressive overseas, bringing inbound missions, and fostering relationships. WSDA is looking for allies to take on more aggressive approaches. Suggested creating a state strategic trading plan.

Guest Speaker: Dean Raj Khosla, Washington State University College of Agricultural, Human and Natural Resource Sciences (CAHNRS) started on September 1. He offered a background of his career, research and leadership journey. He wants to strengthen the partnership between CAHNRS, WGC and other stakeholders. Over the next several months he will be listening and learning. He identified three pillars set by President Cantwell that will also be CAHNRS priorities:

1. Student retention – currently only 80% after year 1.
2. Innovation and user inspired research – pursue challenges that stakeholder/farmers can use today.
3. Impact of our work – improve our branding.

Dean Khosla announced he has given the green light to fill the three vacant wheat positions: Tim Murry, Ian Burke, and Drew Lyons. Will likely do a cluster hire and will request the WGC to sit in on those hiring committees.

Grower Services

1. State Legislative Update – Mark Streuli, Streuli Public Affairs, and Diana Carlen, Gordon Thomas Honeywell Government Affairs, WGC lobbyists, reported on the interim between sessions and the state budget, including revenue forecast and SB 5814. They also provided a brief update on a current rulemaking proposal with Washington State Departments of Ecology and Forestry regarding buffer requirements, which WAWG signed alongside other agricultural groups to oppose the effort, and updates on Port of Longview dredging.
2. WAWG Update – President Jeff Malone and Vice President Gil Crosby, Washington Association of Wheat Growers, provided an update on their efforts to share concerns regarding the Make America Health Again (MAHA) report with state representatives, including an interview with *The Spokesman-Review*. They also shared an update from the National Association of Wheat Growers (NAWG) fly-in to Washington, D.C. to thank representatives for support of H.R.1 and discuss the farm bill, current programs, and tariffs. Lastly, they shared a brief update on their 2025 WAWG Convention as well as their next board meeting which will be held on October 7.
3. Government Relations – Mike Miller, Washington Genetics, LLC, reported on his recent activities and provided an update on research items in the farm bill, USAID, and impacts on research and trade in the current political environment.

Research

1. ARS Funding Update – Dr. Dave Huggins, USDA-ARS Soil Scientist, provided an update on ARS funding and personnel stating that they went forward with hiring process, made offers, but hiring freezes did not allow final offers. Two positions in Pullman and one position in Pendleton, OR. In David Weller's group, Olivia is doing a great job, her main focus is on HRI. In the end they received 100% of federal research grants. Funding has been a complicated year in reaching agreements for pass-through money. Still in flux, funding wasn't allocated past 85% until late in the year, although it did end up with 100% of allocation. When no one is on board, 70% of the money that would have gone for salaries stay in regional offices – we don't see the money. Limited options to spend the money once it was finally allocated due to short timeframe.
2. WSU Report – Dr. Scot Hulbert, Acting Dean of the CAHNRS, is looking for an Associate Dean for Research – zoom interviews this week. New extension agronomist in Colfax. Karl Effertz, lead technician for WSU Cereal Variety Testing, has finished a full year cycle at VTP. Breeders continue to coach him. Will not be tenure track, focus only on VTP. Looking to simplify program without losing data. Funding has become more normalized – Federal Grants have come out. WRF grant – big win, not public knowledge yet. There will be a public rollout when contracts are finalized.
 - a. Barley Breeding Update – There were no malt barley contracts in Washington, Great Western has closed in Vancouver. Dr. Bob Brueggeman is moving more to feed barley as it has easier quality parameters. Cold tolerance continues to be a priority for all winter barley. He is partnering with other states to cross with varieties with good cold tolerance.

Not giving up on Malt Barley varieties and is still working toward AMBA standards. He has had success decreasing Beta Glucans by about 50% and has a lot of material that should meet AMBA standards. Plans to put a variety up for release, Matt Horlacher is interested in expanding seed for the variety. Dr. Brueggeman is looking at dual purpose varieties, with a good malt package, but if it doesn't make malt, also good for feed. He is screening 10 times the number of crosses at the first stage than before.

3. WSU/ARS Committee Reports – The Variety Trial Program met recently. VTP director Karl is new. He has received a lot of help from the breeding programs, will continue to need mentoring. VTP is in a much better position than last year at this time. The data analysis still needs improvement. Interaction with cooperators is much better than before. Still filling staff positions. Moving forward ASAP with hiring tech. Karl will be funded through Extension, wasn't the case before, shows support for the program from WSU. 2025 Data is up on small grains website (variety selection tool) – pulling directly from database. Saves time by eliminating formatting steps, also avoids accessibility issues.
4. Priority List for CAHNRS – Casey Chumrau outlined the listing and discussion ensued.
 - a. Rehiring for Drew Lyons and Ian Burke. Ensure we are planning for the eventual retirement of Vicky in extension.
 - b. Stability in technician support
 - c. Keep the money in Variety Testing
 - d. Constant line of Communication
5. Research Committee Proposal – Discussion around the need to create a research subcommittee to help select and monitor WGC funded research and increase grower involvement. The committee would include the WAWG research chair, two commissioners, and seven additional growers that represent each district and a diversity of Washington growing conditions and practices. Staff was directed to work with Jim Moyer to solicit nominees. Updated/finalized roles and responsibilities to be addressed in November. The WGC will reimburse lodging, mileage, and food expenses of the subcommittee members to attend the Research Review.

Motion was moved, seconded and passed to form a subcommittee of the WGC Research Committee entitled the "Research Advisory Committee."

After some discussion...

Motion was moved and seconded to amend the previous motion to read that the WGC Research Advisory Subcommittee report back in November with further refined scope and scale for the subcommittee.

Motion was passed, and amendment was passed.

2025 COMMITTEE ASSIGNMENTS

Marketing

U.S. Wheat Associates

Barstow, Berg, Adams-Alt

Wheat Marketing Center, Inc.

Ausman, Adams

Plains Grains, Inc.

Carstensen

Barley: Marketing/Research

U.S. Grains Council

Klein, Schultheis

National Barley Growers Association

Klein, Schultheis

Marketing Committee

Berg

Barstow

Jessup

Carstensen

National Barley Improvement

Klein, Schultheis

Research**WGC Research Advisory Subcommittee****Research Committee**Barstow
Carstensen
Klein
Schultheis

WSU Land Legacy/Bohrnsen Farm

Barstow

WSU Othello Farm

Adams

WSU Wheat Advisory

Chair, Vice Chair

WSU Varietal Release

Barstow, Jessup, Berg

WSU Variety Testing Advisory

Ausman, Klein, Schultheis

WSU Grain Royalty Advisory

Berg

National Wheat Improvement

Barstow, Adams

Education

Washington Wheat Foundation

Berg

Education CommitteeAusman
Berg
Klein
Adams

Washington Assn of Wheat Growers

Adams, Klein, Berg

Washington Grain Alliance

Chair, Vice Chair, Treasurer

6. Research Pre-Proposals – Chair Kevin Klein discussed the process for receiving pre-proposals from WSU for research to be conducted next year. Coordination is still being decided upon whether to entertain funding for new projects. The board will work with the newly appointed WGC Research Advisory Committee to view proposals as part of the annual Research Review to be scheduled for February 2026.
7. WSU Aerospace Sponsorship Request – The WSU Agriculture and engineering partnership with Palouse Aerospace presented a proposal for funding of \$1,000 to \$20,000 to their organization to purchase a HAAS CNC Mini mill available to all students. This would assist in their mission of repairing farm equipment and this would allow precise/custom parts to be made. After some discussion, the board determined not to fund and that this proposal should be presented to the growers directly.

Market Development

1. U.S. Wheat Associates – Incoming USW Secretary-Treasurer and WGC Commissioner Mike Carstensen provided a market position update on Indonesia, Bangladesh, and Taiwan, along with an update on USW's board trip to Southeast Asia and South Africa buyers conference. He then provided an update on the USW board meeting in Boise and USW's restructuring, both in location and personnel changes. He then provided an update on the new Greenfield Milling facility in Richmond, Utah and opportunity to represent USW and the Pacific Northwest before Japanese milling dignitaries. USW Board Member and WGC Commissioner Ben Barstow gave an update on an overseas trip with public and private breeders overseas to talk with customers and understand their needs.
 - a. Trade Teams – Hosting of trade teams to Washington State over the summer was discussed.
2. Barley Update – Chair Kevin Klein and Art Schultheis reported on the barley industry.

- a. USGBC, Industry Lead – Matt Horlacher, U.S. Grains & Bioproducts Council, related that he is going to Vietnam and Indonesia for market development purposes. Vietnam just legalized craft beer – could be great demand for malt barley. More Regional Agricultural Promotion Program (RAPP) funding was just announced, and the USGBC will receive between \$8 - \$13 million which will help to get our products in front of people. Malt business is tough. People aren't drinking beer or spirits. Some international malt companies are thinking of producing malt in the U.S. to avoid tariffs.
3. Wheat Marketing Center – Brit Ausman reported that the office administrator of the WMC has resigned, and Kimberly Knab was hired in June as the Communications and Office Manager. They hosted multiple international workshops/bakeshops. USW brought in two groups (Korea and China) and they hosted 12 trade teams in the last 6 months. Crop Quality Surveys will be completed by the first week of October. Research projects are continuing, and studies have been conducted on Ethiopian bread. They are pursuing new tenants for building occupancy. There is still \$10 - \$12 million owed on the building.

Communications and Education

1. Washington Wheat Foundation – President Randy Suess addressed the board on activities, highlighting the annual WWF raffle during the grain growers' convention as a primary fundraiser for the organization. They will renew contract with North by Northwest media group (Kara Rowe). They are working on repairs to their building, selling named support tiles to further this effort. The organization plays a big role in the WA Wheat Industry. Their next meeting is scheduled for October 20.
2. Portland Grower Tour – Casey Chumrau reported on the status of this year's tour. She distributed a sign-up sheet for commissioners' participation. It will be held the first week of December and they will reconfirm interested growers starting next week.

EXECUTIVE SESSION

An Executive Session was called by Chair Kevin Klein and held on Tuesday, September 23, from 4:05 p.m. for 1 hour to discuss personnel issues (RCW 42.30.110(1)(g)).

Motion was moved, seconded and passed to adjourn the public meeting at 4:05 p.m. and go into Executive Session for 1 hour.

Motion was moved, seconded and passed to adjourn the Executive Session at 5:05 p.m. and to reconvene the public meeting at 5:06 p.m. and to then adjourn the public meeting at 5:07 p.m.; and to reconvene on Wednesday, September 24, at 8:30 a.m.

No action was taken following this Executive Session.

Other Topics

1. Current Trade Environment – WSDA Director Derek Sandison and Mike Miller of Washington Genetics, LLC provided an update on WSDA activities and insights into the trade environment for wheat and other commodities. Director Sandison shared an overview of how the department focuses on trade issues. Miller provided an update on China (soybeans and patterns) and Indonesia (new MOU with U.S. Wheat Associates). He recommended utilizing USW to strengthen relationships with MOU countries and shift mindset from "wheat as commodity" to "wheat is food." They reported that the last 4 years other countries have displaced Washington goods. This year Washington exports are up about 1%, only because of some major outliers, including increased exports to Mexico by 51%, mostly dairy, meat, frozen potatoes. Trade to China has decreased 48%. There is currently an opportunity to take advantage of overseas markets, particularly Philippines, Indonesia, Vietnam, which will require a more aggressive posture.

Bangladesh has value to Trump in trade war, which could be an advantage for wheat.. Overall, there is a very positive outlook for exports, it is a matter of being aggressive overseas, bringing inbound missions, and fostering relationships. WSDA looking for allies to take on more aggressive approach. Suggested creating a state strategic trading plan.

- China – China will buy commodities whenever they want, not need based. China bought soybeans from Argentina this last week because they saved from a tax expense. Soybean farmers are panicking because there is no space for soybeans because of corn crop which means wheat will be dumped due to the value. When China bought a lot of SW, they used it for their swine industry. Agriculture is not at the forefront of China's attention. Bangladesh is a region that has tremendous shipping value in the area with their ports. Bangladesh is a new customer following the MOU. It's an opportunity for the WGC to develop a new market. We need to utilize U.S.W, not follow them but utilize them in Bangladesh. The WGC needs to market itself.
 - Mike Miller – WSU is still in the running to be one of the core centers of excellence. His upcoming meetings in DC will be with the State Department and HHS because of food. Mike spoke on a panel at WSU at the School of Economics recently and at the Farm Foundation here in Spokane. He and a small group of advisors will pitch a new replacement for U.S.AID. America First Promotion Program (GSM 102). There is a convention in Singapore for the Hospitality, Food, and Beverage that could be interesting for WGC.
2. MIAX White Wheat Futures Exchange – Austin Damiani related that MIAX (formerly known as the Minneapolis Exchange) is researching the possibility of a SW wheat futures exchange and engaging stakeholders to learn about the challenges and opportunities. They want to create a better risk management tool for the industry/export customer. There was discussion about how it would affect different regions in Washington.
 3. WGC Staffing Plan – Casey Chumrau presented a PowerPoint to outline the ideal positions needed in the WGC. She began this process within the first three months of hiring on as CEO in 2022, looking to restructure to maximize productivity and to realign duties and positions using in-house talent. Most of the previous vice president's duties have been added to existing staff to handle. New job descriptions will be developed with staff members, CEO and with WGC HR consultant Andy Oranen. Final job descriptions will be presented at the next board meeting in November.

Calendar & Travel Authority

1. Approve Travel Authority

Motion was moved, seconded and passed to approve and authorize retroactive and future travel and virtual attendance as follows:

Retroactive Travel

August 29 – September 21 Washington State Fair, Puyallup
Commissioners / Staff

September 18-19 Vistage Leadership Retreat, Canada
Casey Chumrau

Future Travel

October 15-17 WSU Big-5 Hill Visits, Washington, D.C.
Casey Chumrau

October 27-28 WMC Board Meeting, Portland, OR
Blanket Travel Brit Ausman

November 2-6 <i>Blanket Travel</i>	USW/NAWG Joint Fall Mtg, Austin, TX Mike Carstensen / Ben Barstow / Nicole Berg / Jake Liening / Sarah Marquez
November 3-12	South America Crop Quality Seminars, Colombia, Ecuador, Peru, Chile Casey Chumrau
November 14	WSCIA Annual Mtg – Northern Quest Casino, Airway Heights Commissioners / Staff
November 17-19	WA Growers Convention, Coeur d'Alene, ID Commissioners / Staff
November 23-26	ALIM Conference, Cartagena, Colombia Jake Liening
December 2-4	Portland Grower Tour, Portland, OR Commissioners / Casey Chumrau / Jake Liening / Sarah Marquez

Date/Place Next Meeting

Chair Kevin Klein designated November 20, 2025 as the date of the next regular meeting of the commission to be held at the WGC office beginning at 9:00 a.m.

Adjourn

There being no further business before the commission, this meeting was adjourned at 12:32 p.m.

Minutes Approval Signature

Upon passage of minutes by board at subsequent meeting



Kevin Klein, Chair

Date

Attachment A



**WASHINGTON
GRAIN
COMMISSION**

STRATEGIC PLAN

VISION

Be a trusted leader in the grain industry, working to feed the world with safe, high-quality grain and securing a sustainable future for Washington farmers.

MISSION

To enhance the success and competitiveness of Washington small grains producers and customers by responsible allocation of assessment funds in market development, research and education.

MARKETING

Strengthen and sustain strong market positioning to secure our place as a Tier 1 global grain supplier, focusing on both domestic and international markets.

We aim to make Washington grain a top choice worldwide by building strong, lasting relationships with buyers and responding to their needs. Through focused promotion, trade efforts, transportation access, and smart policy work, we grow our presence in current and emerging markets. We work with partners to open new opportunities, solve country-specific trade issues, and increase the global use of Washington small grains.

Develop and sustain domestic and international markets

- A. Position Washington small grains as the premium choice for international markets.
- B. Visit customers in their region to understand needs and challenges, and show appreciation for their business.
- C. Increase engagement with trade teams and track participation and quality.
- D. Emphasize end-use quality through stringent domestic testing, consistent grower education, and resources for customer training and testing.
- E. Identify and address barriers to market access (i.e., policy, transportation)

Promote increased usage of Washington small grains

- A. Identify and fund innovation and commercialization of new and non-milling applications for Washington grains.

Collaborate with regional, U.S. and international entities to leverage grower dollars

- A. Increase Tri-State joint efforts and increase visibility among customers.
- B. Actively participate in partner/adjacent organizations on a state, regional and national level.

RESEARCH

Drive cutting-edge research to enhance the profitability and competitiveness of Washington's small grains.

We strive to lead in practical, forward-looking grain research. By partnering with public and private institutions, we improve crop performance, boost production efficiency, and explore new uses for wheat and barley. Our focus is on research that benefits growers, supports sustainability, and helps Washington farms stay competitive in a changing world.

Fund and support targeted research

- A. Establish research needs that focus on grower profitability and address industry needs.
- B. Solicit research project proposals specific to needs and standards established with industry feedback.
- C. Facilitate research to test feasibility of non-milling uses for small grains by partnering with tech companies, environmental researchers, and bio-manufacturers
- D. Pursue additional funding sources.

Provide analysis on grain performance

- A. Fund and collaborate with research institutions (private/public) to perform detailed grain performance analyses, focusing on agronomic attributes, such as grain quality, yield, and adaptability under various conditions.
- B. Support research focused on consistent and desirable end-use quality for milling and baking applications.
- C. Encourage adoption of improved testing technology and methods (by federal regulators and customers).

EDUCATION

Educate key audiences on the importance of small grain production, ensuring that Washington's wheat and barley producers are recognized as leaders.

We work to ensure Washington producers are seen as trusted leaders in sustainable, high-quality grain production. Through strategic outreach and partnerships, we help key audiences understand the value of small grains to food systems, communities, and the economy. We aim to be a reliable source of knowledge that supports farmers and informs the public.

Be a trusted source of information

- A. Inform producers of WGC work and demonstrate return on their assessment dollars.
- B. Support informed decisions by lawmakers and regulators by sharing the economic and community impact of small grains.
- C. Engage the domestic and global consumer on the economic and health benefits of small grains, to increase their understanding of where and how their food is produced, and improve the public image of small grain farmers.

ORGANIZATIONAL SUCCESS

Invest in our people – the most important asset for our industry.

We invest in our people—our most important asset. We aim to build a collaborative team of Commissioners and staff who are well-equipped to carry out the organization's mission. Through ongoing development, training, and support, we prepare our team to lead with confidence, respond to challenges, and guide the industry toward long-term success.

Develop commissioners to be active, engaged, and effective leaders

- A. Provide a professional board development plan for continuous improvement and skill development.
- B. Identify and engage potential new board members in volunteer and service roles.

Recruit and retain capable staff with growth mindset

- A. Invest in staff leadership and professional development
- B. Create clear and consistent expectations and policies