



PACIFIC NORTHWEST
GRAIN & FEED ASSOCIATION

2019-2020 ANNUAL REPORT

WWW.PNWGFA.ORG

A LETTER FROM THE ASSOCIATION PRESIDENT

I am pleased to introduce the Pacific Northwest Grain & Feed Association's 2019-2020 Annual Report. This is PNWGFA's fourth published Annual Report, and we hope the membership appreciates the report and the information contained herein.

2019-20 marked PNWGFA's 103rd year providing industry knowledge, educational seminars, marketing and networking opportunities for members and industry stakeholders. Admittedly, the latter part of our fiscal year proved to be challenging due to COVID-19. The Board made the difficult decision to cancel the Annual Country Elevator Council in April and then again for our June Annual Convention and Golf Tournaments. While not easy decisions to make, the Board felt the cancellations were in everyone's best interest. While being good stewards of PNWGFA's finances, education and resources is of utmost importance - so is the well-being of our members and industry friends. Interestingly, these cancellations affected our year-end financials in a positive way, in that those missing expenses left us with a more profitable year than we typically enjoy. The Board will work to utilize these funds to benefit the membership in the coming year.

So, while association meetings and gatherings have been put on hold indefinitely, the PNWGFA Board continues to meet (virtually!) and work to move the new Education Programming initiative forward, which will include additional safety seminars and other training opportunities. PNWGFA leadership does not pretend to know what is going to happen in the coming months, however we plan to continue providing added membership services and benefits - and if we have to utilize creative new ways to provide this information, we are up for the challenge!

The Pacific Northwest is a special place and we as an organization hope to continue providing a robust and valuable network and forum to all industry leaders. Our organization is only as strong as its membership and participation; we appreciate the members who volunteer their time on the committees and those who attend PNWGFA events. We are fortunate for our Association Director's continued leadership; Margerie Vis' work and dedication continues to facilitate PNWGFA growth and notoriety on a national level; she continues to work with local and national GEAPS as well the National Grain and Feed Association.

Thank you to all who have contributed to our Association this year. As we move further into our second century of association business, we look forward to experiencing this ever-evolving industry and your continued participation and support!

Jordan Van Zante, 2019-2020 PNWGFA President

A LETTER FROM THE DIRECTOR

2019 - 2020 was another productive year for Pacific Northwest Grain & Feed Association. We started the fiscal year (our fiscal year is June 1 – May 31) with our 102nd Convention at Grouse Mountain Lodge in Whitefish, MT. This was our first time at this venue and it did not disappoint! The area was beautiful, the golf courses in great shape, the Lodge's hospitality warm and welcoming. Although we forged through some bad weather, we had a great time with fellow industry friends and welcomed John Anderson (Ritzville Warehouse) and Keith Bailey (AgVentures/HighLine Grain Growers) to our esteemed Honored Members group. 2019's next event didn't disappoint - the Idaho Trout Fry was crazy-fun in late September and had our biggest group ever! We moved into the new year with our 1st Annual Safety Seminar in January 2020 at the beautiful Historic Davenport hotel and enjoyed a great turnout for NGFA's Regional Regulatory Compliance Seminar. Just one month later, the Warehousemen's Conference & Trade Show marked its 53rd Anniversary at Northern Quest Resort & Casino. We again enjoyed a full Trade Show (36 booths and growing!), and repeated the extremely well-received Rail Safety Loading & Unloading Seminar. Even with the unfortunate cancellation of April 2020's Annual Country Elevator Council, the association continues to move our Education Programming initiative forward and expect to announce additional programs in the near future.

I continue to participate in NGFA events and committees and enjoy working as a conduit between NGFA and PNWGFA, sharing information as necessary. I also continue my involvement with local and national GEAPS events as schedules allow. These industry opportunities have afforded our region renewed exposure, and PNWGFA additional opportunities and revenue in the form of new members, increased sponsor dollars, new Annual Directory exposure and advertisers, exposure to pertinent local and national speakers and topics, added Trade Show vendors, and renewed interest from national suppliers and manufacturers who wish to do more business in the Pacific Northwest.

As PNWGFA navigates through a new "normal", I look forward to being a part of new ideas, programs, and creative ways of doing things. It is my hope that our membership remains strong, committed and supportive of PNWGFA's efforts to provide quality education and industry events. We will continue to adapt and remain committed to providing the membership benefits and services our members and industry seek. The following pages contain highlights of last year's annual events. I look forward to another productive and prosperous fiscal year!

Margerie Vis, Pacific Northwest Grain & Feed Association Director

2019-2020 BOARD OF DIRECTORS



2019-20 President
Jordan Van Zante

President

Jordan Van Zante, Pacifcor, LLC

1st Vice President

Beau Duff, HighLine Grain Growers

2nd Vice President

Scott Zuger, Lewis-Clark Terminal

Treasurer

Trudi Allenbach, Pacific Northwest Farmers Coop.

Immediate Past President

Darrell Booth, Northwest Grain Growers

Board Members

Brian Chastain, Laughlin Cartrell, Inc.

Stacey Hunt, Ritzville Warehouse Co.

Jason Middleton, United Grain Corporation

Randy Olstad, Columbia Grain, Inc.

2019 - 2020 COMMITTEES - CHAIRS & MEMBERS

Annual Convention

Darrell Booth, Northwest Grain Growers - Chair

Beau Duff, HighLine Grain Growers

Margerie Vis, PNWGFA Director

Country Elevator Council

Pat Yerxa, Ritzville Warehouse Co. - Chair

Margerie Vis, PNWGFA Director

Export Trade Council

Ron Williams, Columbia Grain Int. - Chair

Roger Hsieh, BNSF

Grades Committee

Chris Peha, Northwest Grain Growers - Chair

Honorary Alumni Committee

Bud Riedner, Pacific Northwest Farmers Coop - Chair

Sterling Haskins, The Haskins Company

Idaho Trout Fry & Golf Scramble

Margerie Vis, PNWGFA Director

Legislative Committee

Ken Morgan, Thresher Artisan Wheat - ID Chair

John Evans, Evans Grain, Feed & Seed

Joe Carlon, Mid Columbia Producers, Inc. - OR Chair

Brian Chastain, Laughlin Cartrell, Inc.

Randy Ward, Tri-Cities Grain - WA Chair

Membership Committee

Margerie Vis, PNWGFA Director

NewsBulletin Advisor

Mark Platt, Paulson Commodities

Northwest Feed Council

Brian Chastain, Laughlin Cartrell, Inc. - Chair

Scholarship Committee

Marvin Clinesmith, HighLine Grain Growers - Chair

Ken Anderson, Shaver Transportation

John Evans, Evans Grain, Feed & Seed

Ted Lowe, Columbia Grain, Int.

Jason Middleton, United Grain Corporation

Steve Shaver, Shaver Transportation

Southern Idaho Pesticide Conference Committee

Margerie Vis, PNWGFA Director

Transportation Committee

Roger Hsieh, BNSF

Steve Shaver, Shaver Transportation

Warehousemen's Conference & Trade Show Committee

Brad Wiley, HighLine Grain Growers - Chair

Marty Hughes, H&S Services - Chair

Brent Schukay, Ritzville Warehouse Co.

Lincoln Short, Northwest Grain Growers

Mark Weber, Tri-Cities Grain, LLC

MEMBERSHIP

A ACE AGRIBUSINESS
 D ADM MILLING COMPANY
 D AFCO DISTRIBUTION & MILLING
 D AG TRADE COMPANY
 D AGRINORTHWEST/GRAIN HANDLING, INC.
 A AGVANTAGE SOFTWARE, INC.
 A ALASKA MILL & FEED COMPANY
 D ALMOTA ELEVATOR CO.
 A AMERICAN NUTRITION/NW PET PRODUCTS
 A APPLIED POWER PRODUCTS
 A ASI INDUSTRIAL
 A BAYER CROP SCIENCE
 A BERKLEY AGRIBUSINESS RISK SPECIALISTS
 A BM & M SCREENING SOLUTIONS
 A BNSF RAILWAY
 A BRATNEY COMPANIES
 A BULK CONVEYORS, INC.
 A CALUMET SPECIALTY PRODUCTS PARTNERS
 D CENTRAL FERRY TERMINAL ASSN., INC.
 A CENTRAL LIFE SCIENCES
 A CENTRAL STATES FUMIGATION
 D CEREAL BYPRODUCTS COMPANY
 A CHIEF AGRI
 D CHS, INC.
 D CHS PRIMELAND
 D CHS/SUNBASIN GROWERS
 A CLIFTONLARSONALLEN
 A COBANK
 D COLUMBIA GRAIN INTERNATIONAL
 D CONWAY FEED, INC.
 A CUT ABOVE ENTERPRISE INC
 A DEGESCH AMERICA, INC
 D DENTINGER FEED & SEED
 A DRAKE INC.
 D EAGLE COMMODITIES LTD
 A ECOLAB PEST ELIMINATION
 D EGT, LLC

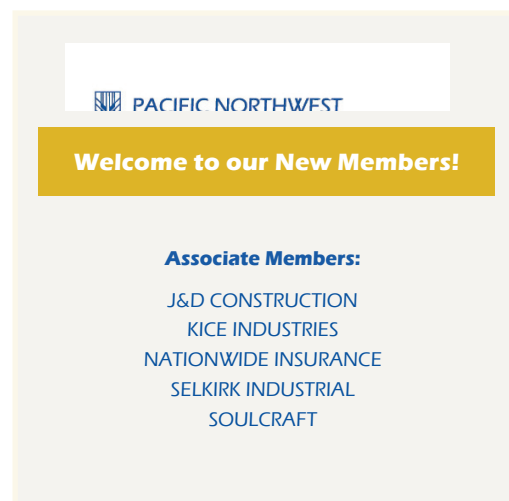
D EVANS GRAIN & ELEVATOR CO.
 A FCSTONE, LLC
 A FOSS MARITIME COMPANY
 D GOLDEN VALLEY WAREHOUSES, INC.
 D GRAIN CRAFT
 D GUINN ENTERPRISES
 A H & H ENGINEERING CONST., INC.
 A H & S SERVICES, INC.
 A HALVERSON COMPANY
 A HI ROLLER CONVEYORS
 D HIGHLINE GRAIN, LLC
 D HORSE HEAVEN GRAIN, LLC
 A INDUSTRIAL SYSTEMS & FABRICATION, LLC
 D INLAND EMPIRE MILLING COMPANY
 A J&D CONSTRUCTION
 D J. D. HEISKELL & COMPANY
 A JMI COVERS, LLC
 D JUSTUS TRADING COMPANY, INC.
 A KEIGLEY & CO., INC.
 A KICE INDUSTRIES
 D LAUGHLIN CARTRELL, INC.
 A LEFFEL, OTIS & WARWICK, P.S.
 D LEWIS-CLARK TERMINAL, INC.
 A LINDSAY HART, LLP
 D LOUIS DREYFUS COMPANY
 A MERIDIAN MANUFACTURING GROUP
 D MID COLUMBIA PRODUCERS, INC.
 D MORROW COUNTY GRAIN GROWERS, INC
 A MOSS ADAMS LLP
 A NATIONWIDE INSURANCE
 D NORTHWEST GRAIN GROWERS, INC.
 A NW TRANSPORTATION SERVICES, INC.
 D PACIFIC NORTHWEST FARMERS COOPERATIVE
 D PACIFICOR LLC
 D PALOUSE GRAIN GROWERS, INC.
 A PAULSON COMMODITIES, LTD
 D PGT, LLC

A: Associate D: Direct

MEMBERSHIP

D POMEROY GRAIN GROWERS, INC.
 A RAILWORKS TRACK SYSTEMS, INC.
 A RAPAT CORPORATION
 D RITZVILLE WAREHOUSE CO.
 A SCAFCO GRAIN SYSTEMS
 A SCALES NORTHWEST
 A SCREW CONVEYOR CORPORATION
 A SELKIRK INDUSTRIAL
 A SHAVER TRANSPORTATION COMPANY
 D SIMPLOT AGRI-BUSINESS
 A SOULCRAFT
 A SPRAGUE PEST SOLUTIONS
 A SUKUP MANUFACTURING CO.
 D THE ANDERSONS INC.
 A THE CONCRETE DOCTOR
 A THE HASKINS COMPANY
 A THE MCGREGOR COMPANY
 D THE SCOULAR COMPANY
 D THRESHER ARTISAN WHEAT
 A TIDEWATER BARGE LINES, INC.
 A TOTAL SCALE SERVICE
 A TOYOTA TSUSHO AMERICA, INC.
 A TRANSMARINE NAVIGATION CORPORATION
 D TRI-CITIES GRAIN, LLC
 D TROST FEED AND SEED CO.
 A UNION PACIFIC RAILROAD
 D UNIONTOWN CO-OPERATIVE ASSN.
 A UNITEC CORPORATION
 D UNITED GRAIN CORPORATION
 A UNITED OIL
 A UNIVAR USA INC.
 A USI INSURANCE SERVICES
 A VAA, LLC
 A WAGNER SEED COMPANY
 A WALINGA USA INC.
 A WATCO COMPANIES
 A WEST COAST COMPANIES

A WEST PACK INC.
 A WHEAT MARKETING CENTER, INC.
 A WILBUR-ELLIS COMPANY
 A WILCOX FARMS



Membership notes:

Due to changing markets and mergers / acquisitions, we lost the following members:

(A) A&R Corporation
 (A) Cascade Consulting Company, LLC
 (A) Northern Resources Consulting, Inc.
 (A) PM Group International, Inc.
 (A) Signal Administration, Inc.
 (A) Syngenta
 (A) Western States Design & Build

(D) Gavilon Grain / Union Elevator (acquired by Columbia Grain)

A: Associate D: Direct

PNWGFA 2019 - 2020 EVENTS

102ND ANNUAL CONVENTION & GOLF TOURNAMENTS

JUNE 19 - 21, 2019 — GROUSE MOUNTAIN LODGE, WHITEFISH, MONTANA

The 2019 Annual Convention was a great success! We were hosted by Grouse Mountain Lodge in Whitefish for the first time - and a great time was had by all! The weather was... decent. Cloudy but fairly pleasant on Thursday for the first golf tournament; our non-golfing guests successfully enjoyed lunch and beer/wine/cider tasting in Whitefish. However Friday it rained throughout the day, but even the soaked golfers had a good time! As the venue didn't have hospitality suites large enough to accommodate our group, we took the opportunity to mingle in our banquet room to share laughter, friendship and spirits late into each night. Friday evening's special celebration included honoring our 2019 Honored Members, John Anderson of Ritzville Warehouse and Keith Bailey, AgVentures and HighLine Grain Growers.

Whitefish Lodge was quaint, the food and hospitality was great, the city and outlying area beautiful... based on our experience and attendee comments, we look forward to returning to Montana again soon!



Some Thursday Golf pics:



Brian Gordon, Beau Duff,
Dan Vis, Stacey Hunt



Steve Shaver, Jordan Van Zante
Darrell Booth, Taylor Warwick



Alex Bassett, Neil Maunu, Tyler Musgrave,
Jeff Young, Todd LaPlant



Tom Keigley, John Anderson,
Ed Benson, Alan Thompson



Freya Jensen, Matt Podany,
Randy Ward, Mark Weber

And Friday golf...



Ed Benson, Jess Walters,
Jeff Young



Matt Podany, Dan Vis,
Tyler Musgrave, Darrell Booth



Brian Gordon, Tom Keigley,
Jordan Van Zante, John Anderson

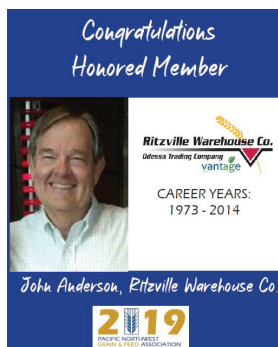


Keith Bailey, Mark Weber,
Beau Duff, Boyd Petersen



Regan Heaton, Kyle McKinney,
Trudi Allenbach, Freya Jensen & Sterling

And one last Congratulations to the PNWGFA 2019 Honored Members!



PNWGFA 2019 - 2020 EVENTS

IDAHO TROUT FRY & GOLF TOURNAMENT

SEPTEMBER 26, 2019 — CLEAR LAKE COUNTRY CLUB - BUHL, IDAHO

The Idaho Trout Fry & Golf Tournament has become one of the most popular events of the year! Attendees always have a great time, and 2019 was no exception! What used to be a little golf gathering topped 74 total guests from near and far. The Southern Idaho weather was perfect, the golf fantastic and a great time was had by all! This event continues to be a valuable way to meet, market and network with our Southern Idaho Friends. Always the last Thursday in September, plan to join us on September 24, 2020!



Obligatory group photo



Margerie Vis



18th green

ONE OF THE MOST
POPULAR EVENTS
EVERY YEAR!

Mark your calendars:

September 24, 2020

2019
PNWGFA Annual Idaho Trout Fry & Golf Scramble
Clear Lake Country Club - Buhl, Idaho
Thursday, September 26, 2019 | 1:00 pm Shotgun Start

| | | | |
|---------|--|---------|--|
| Team 10 | Tom Kellogg, Kellogg & Co. Dawn Vix, H. Rader Company Erik Kelley, J&C Co. LLC Lee Anderson, Wise Grain Co-Op | Team 18 | Doug Rice, Anderson Inc. Mike Lewis, Andersons Inc. David Nelson, Andersons Inc. Corrie Nelson, Sprague Pest Solutions |
| Team 11 | Charlie McCall, Columbia Grain, Inc. Scott Mallory, AgriSource Inc. Mark Platt, Paulsen Commodities Tyler Musgrave, EOT LLC | Team 19 | Shawn Blume, Andersons Inc. TBD |
| Team 12 | Perry Knapp, Andersons Inc. Allen Spademan, Andersons Inc. Jim Rooney, Andersons Inc. Robert English, Andersons Inc. | Team 20 | JC Ashley, Evans Grain Jason Balfour, J.D. Henshall Janice Sankala, Pioneer Components Jeff Young, Industrial Systems & Fab. |
| Team 13 | Marcus Reed, Interstates Randy Wheeler, Interstates Sandy Miller, AGI Industrial Curtis Townsend, Townsend Company | Team 21 | Richard Carney, BallWorks Track Systems Bill Leonard, BallWorks Track Systems Josh Austin, BallWorks Track Systems Mark Reed, BallWorks Track Systems |
| Team 14 | Jeffrey Howe, A&E Railroad Materials, Inc. Jeff Long, American Truck Mike Hansen, American Truck Jordan Hopkin, BallWorks Track Systems | Team 22 | Kel Smith, Scoular Brett Wilson, Scoular Michael Edwards, The McGregor Company Logan Redden, The McGregor Company |
| Team 15 | John Evans, Evans Grain Dawn Baker, Grain Craft Josh Pope, S&K Industrial David Bauman, J.D. Henshall | Team 23 | Ken Morgan, Thrasher Arthur Wheat Chad Siler, Thrasher Arthur Wheat Anthony Walker, Thrasher Arthur Wheat Pete Moore, Idaho Grain Inspection |
| Team 16 | Nels Selberg, The Cities Grain LLC Brynn Brown, Columbia Grain, Inc. Regan Hedden, S&KCO Grain Systems Rae Rongoronek, J.D. Henshall | Team 24 | Dustin Chase, Thrasher Arthur Wheat Brian Aust, Thrasher Arthur Wheat Blake Wheeler, S&KCO Equipment LLC Chris Thompson, J.D. Henshall |
| Team 17 | Jack Watt, Scoular Dawn Caswell, Scoular Tim Jernigan, Scoular Dustin Velling, Scoular | Team 25 | Pick Brundelius, Townsend Company Chris Thompson, J.D. Henshall TBD David Bauman, J.D. Henshall |

—Each player must use a minimum of 2 per shot—
—The team must play all shots within one club length of the ball that is chosen to play
—this means you MAY NOT move the ball from the rough to the fairway. If the best ball is
in the rough it must be played from the rough; same goes for bunkers.
—All teams play the White tees. —All long drives must be in the fairway, not within a
club's length. Thanks for joining us - HAVE FUN!!

| YEAR | # Attendees |
|------|-------------|
| 2006 | 28 |
| 2007 | 16 |
| 2008 | 28 |
| 2009 | 32 |
| 2010 | 35 |
| 2011 | 37 |
| 2012 | 42 |
| 2013 | 44 |
| 2014 | 61 |
| 2015 | 68 |
| 2016 | 58 |
| 2017 | 64 |
| 2018 | 70 |
| 2019 | 74 |

Charlie McCall, Tyler Musgrave,
Scott Mallory, Mark Platt

Charlie McCall retired Fall 2019 -
Happy Trails Charlie!



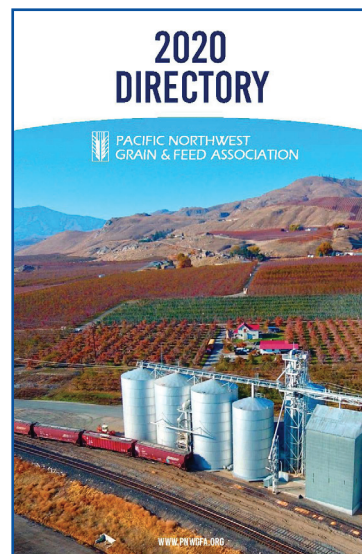
2020 PNWGFA ANNUAL DIRECTORY

Over the past 72 years, the annual PNWGFA Directory has grown into a 200-page publication providing the most comprehensive grain and feed directory in the region. The Directory lists 1,000+ member and non-member companies handling grain, feed, seed processing and allied industry suppliers in the Association's four state region and beyond.

The PNWGFA Directory provides you and your customers with the necessary contacts, addresses, phone and fax numbers, as well as website and email contact information, helping to enhance your business in the Pacific Northwest.

ADVERTISE! It is easy to reach your customers in the Pacific Northwest: Advertise in the Annual Membership Directory and Buyer's Guide. Unlike weekly and monthly trade magazines that may be quickly discarded, your advertisement in the PNWGFA Directory is prominently featured in an attractive and efficient reference book that is used daily for a full year.

Watch for data collection and advertising information notices coming this fall!



PNWGFA 2019 - 2020

1ST ANNUAL SAFETY SEMINAR

Based on member input and the Board of Directors' new Education Programming Initiative, PNWGFA kicked off the 1st Annual Safety Seminar on January 19, 2020. As an affiliate of National Grain & Feed Association (NGFA), we worked together to create a wide-reaching agenda that covered regulatory issues, Washington State Plan priorities, grain bin operations and safety and entrapment issues. The seminar was very well-received and hosted a total of 58 attendees.

PNWGFA remains committed to our mission:

"To serve our diverse membership by providing training, sharing information and fostering relationships."

As we continue to expand on our education and safety efforts, we invite topic ideas, speaker suggestions and other input from membership. Please contact Margerie with your recommendations today!



**1st Annual
PNWGFA Safety Seminar**
January 16, 2020
Historic Davenport Hotel—Spokane, WA
Reservations: 509-789-6360 or [online](https://www.pnwgfa.org/assets/Safety_Seminar/20_Safety_Seminar_20_Reg_Form.pdf)
*Room block guarantee ends Jan. 3 — RSVP today!

Download Safety Seminar Registration Form
https://www.pnwgfa.org/assets/Safety_Seminar/20_Safety_Seminar_20_Reg_Form.pdf

**PACIFIC NORTHWEST
GRAIN & FEED ASSOCIATION**

Agenda
Thursday, January 16

7:30 am—Continental Breakfast Served
8:00 am—Welcome & Introductions
8:15—Update on Emerging & Evolving Regulatory Issues—OSHA
9:00 am—Overview of WA State Plan Priorities
11:15 am—Grain Bin Operations & Safety
12:30 pm—Working Lunch
1:00 pm—Grain Bin Operations (cont.)
2:00 pm—Industry Roundtable Discussion on Best Practices
Let us know if you wish to cover a specific topic!
3:00 pm—Grain Quality Management for Entrapment/Engulfment Prevention
4:00 pm—Adjourn


Online Registration Form:
<https://www.pnwgfa.org/safety-seminar>
JOIN US IN SPOKANE, JANUARY 16, 2020!

PNWGFA ANNUAL SPONSORSHIP PROGRAM



**SPECIAL THANKS TO OUR
2019-2020 ANNUAL SPONSORS**

GOLD

Pacifcor, LLC 

SILVER

BRONZE

DRAKE INC.



COPPER

 **PACIFIC NORTHWEST
GRAIN & FEED ASSOCIATION**

PNWGFA introduced our first Annual Sponsorship Program over the summer months in 2020. The intent is three-fold: Provide a new, optional way to provide annual sponsorship to the Association in one convenient step, reduce the number of sponsorship calls throughout the year, and assist with early PNWGFA event planning with "money in the bank."

There are multiple tiers in the program - please consider becoming an Annual Sponsor for the 2020-21 year! Visit www.pnwgfa.org for more information.

| <div style="display: flex; justify-content: space-between; align-items: center;">  <div style="text-align: center;"> 2019-2020 Sponsorship Levels </div>  </div> | | | | | | |
|---|-------------------------------------|-------------------------------------|------------------------------------|-----------------------------------|-------------------------------------|-----------------------------------|
| Sponsor Benefit: | Platinum: \$10,000* | Premium: \$5,000* | Gold: \$2500* | Silver: \$1500* | Bronze: \$750* | Copper: \$500* |
| PNWGFA Warehousemen's Conference & Trade show registrations | • 2 comped registrations | • 1 comped registration | • 1 comped registration | • 1 comped registration | | |
| PNWGFA Annual Convention registrations | • 2 comped registrations | • 1 comped registration | | | | |
| Specialty Sponsor at the Annual Convention (Reception sponsor, hospitality suite sponsors, etc.) | • | • | • | | | |
| Full Page Advertisement in the 2019-2020 Directory | • full page / color | • full page color | • full page B&W | • 1/2 page B&W | • 1/2 B&W | |
| Company name/logo on Audio/Visual Presentation at Annual Convention | • with large logo | • with large logo | • with logo | • with small logo | • name only | • name only |
| Additional Directory Buyer's Guide listings | • Unlimited # of listings | • Unlimited # of listings | • 5 additional listings (10 total) | • 3 additional listings (8 total) | • 2 additional listings (7 total) | • 1 additional listings (6 total) |
| Listed as a sponsor (by level) at all PNWGFA annual events | • with large logo | • with large logo | • with logo | • with logo | • with small logo | • with small logo |
| Name & logo listed (by level) on the PNWGFA website | • with link to website | • with link to website | • with link to website | • with link to website | • with link to website | • name only with link to website |
| Name & logo listed (by level) on all NewsBulletin Publications during the year | • with large logo & link to website | • with large logo & link to website | • with logo & link to website | • with logo & link to website | • with small logo & link to website | • name only with link to website |

*This is an alternate and one-step option to provide annual sponsorship to PNWGFA. If you prefer to continue event-by-event sponsorship, you will still be recognized in banners, online, etc., as an event sponsor. Please contact Margerie with questions.

Banner placed at all 2019-20 events

A huge thank you to our first Annual Sponsors for their support!

PNWGFA 2019 - 2020

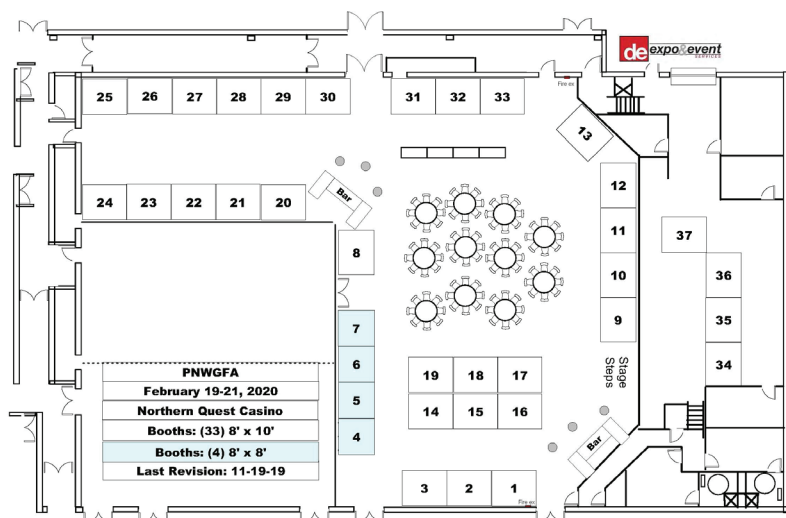
53RD ANNUAL WAREHOUSEMEN'S CONFERENCE & TRADE SHOW

FEBRUARY 19 - 21, 2020 — NORTHERN QUEST RESORT & CASINO - SPOKANE, WASHINGTON

The 2020 Warehousemen's Conference & Trade Show was another HUGE success! We brought back the half-day Rail Loading/Unloading Safety Seminar, presented by Stephen Fry, Manager Business Development & Operations with Northern Plains Rail Companies. Seminar comments rated this training as excellent and 33 attendees received a safety certificate of completion following this important repeat event.

We had excellent attendance for the entire conference and filled our vendor booth capacity (venue limits) for our Trade Show to 36 vendors! (A last minute vendor cancellation allowed for additional seating on the stage for our guests.) We continued showcasing "PNWGFA PODS", a concept following the GEAPS model of PODS which are short, dedicated time slots with specific vendors designed to foster interactive small-group discussion and/or hands-on demonstrations.

All told, the conference topics were excellent, the speakers top notch, and the attendee comment cards again provided raving reviews. We always strive to improve this event, and look forward to increased national interest and attendance in the years to come!



53rd Annual Warehousemen's Conference & Trade Show PODS



FEBRUARY 20

AM Topic:
Total Scale Service
Scale Solutions & Demonstration

PM Topic:
Industrial Systems & Fa
Maximizing Profits with
Seed Treat Accuracy

| YEAR | # Vendors |
|------|-----------|
| 2011 | 13 |
| 2012 | 17 |
| 2013 | 15 |
| 2014 | 21 |
| 2015 | 31 |
| 2016 | 33 |
| 2017 | 34 |
| 2018 | 36 |
| 2019 | 37 |
| 2020 | 36 |

- | | | |
|--|--|--|
| (1) Pape' Machinery (2) Drake Inc. (3) Industrial Systems & Fab. (4) Degesch America, Inc. (5) The Haskins Company (6) Keigley & Co. (7) SCAFCO Grain Systems (8) Premier Components (9) Sukup Manufacturing (10) Cut Above Enterprise (11) Essmueller Company (12) Univar Solutions USA (13) 4B Components, Ltd. | (14) M&M Harrison Electric (15) Maxi-Lift, Inc. (16) Sprague Pest Solutions (17) Hi Roller Conveyors (18) Chief Agri (19) West Coast Companies (20) Scales NW, LLC (21) The Concrete Doctor (22) West Pack, Inc. (23) Total Scale Service (24) Central Life Sciences (25) Adams Grain Bins (26) Halverson Company | (27) Applied Industrial Technologies (28) UAS Service Corp. (29) Leewens Corporation (30) S-M Enterprises (31) H&S Services (32) BM&M Screening Solutions (33) Screw Conveyor Corporation (34) Envirotech Services (35) Inland Tarp & Liner (36) Eurolog Packing Group, N.A. (37) |
|--|--|--|

*RED INDICATES NEW VENDOR

**MARK YOUR CALENDAR FOR NEXT YEAR'S EVENT:
FEBRUARY 10-12, 2021 - COEUR D'ALENE RESORT, CDA, IDAHO**

SCHOLARSHIP

2020 ANNUAL PNWGFA SCHOLARSHIP

The Pacific Northwest Grain & Feed Association Scholarship Fund announced this year's award recipients in June prior to the 2020 Virtual Annual Membership Meeting. The Committee extended the original April 8th deadline by one week in order to assist students who were experiencing difficulty gathering the proper application documentation due to COVID-19. The Scholarship Fund Committee scored and recommended financial awards to each of the following six candidates who surpassed their peers in scholastic achievements, community service, strong work ethic, and are motivated to continue their college education. We are proud to announce the following awardees:

Marcus King: Award amount \$3,000. Marcus will soon begin his college studies at the University of Idaho in the field(s) of Crop Science and/or Agribusiness. Marcus plans to be the fifth generation of Kings in agriculture. Historically his family has raised cattle, wheat and alfalfa. He looks forward to working with a wide variety of crops, while earning a good living and coming back home to live a quality life in a small town. Marcus was sponsored by Ritzville Warehouse Co.

Hannah Peha: Award amount \$3,000. Hannah begins her second year at Washington State University this fall where she will continue her studies in Integrated Plant Studies. Hannah is deciding on two paths with this degree: either enter into the research realm where she would need to further her education by entering a graduate program in order to ultimately manage a breeding program, or she may decide to enter the workforce after earning her B.S and begin an agribusiness position. Hannah was sponsored by Northwest Grain Growers.

Kian Ankeron: Award amount \$1,000. Kian will head to Washington State University this August to begin his B.S. in Data Analytics. Kian has learned some big life lessons in his short life to date: after being shot in the head as a child, he learned that life can be fleeting. He has determined that by working hard and doing his best at everything he attempts, he'll look back and have no regrets! Kian hopes to ultimately use his degree at a big sports-related company, as sports are his passion. Kian was sponsored by Diamond-S Farms, Inc./Uniontown Cooperative Association.

Morgan Lowe: Award amount \$1,000. Morgan is going to Blue Mountain Community College to join their Ag Program then plans to transfer to Washington State University to earn her B.S. in Agrobiology and Precision Ag. Morgan was sponsored by Columbia Grain, Int.

Brayden Seylor: Award amount \$1,000. Brayden is excited to leave for Eastern Washington University this Fall to pursue his B.A. in Agronomy or Pre-Physical Therapy. Long term, he hopes to return to the Wilbur area to help local farmers produce better crops while keeping weeds in control. Should he change his course, Brayden hopes to work with local athletes to help rehabilitate their injuries so they can return to the courts or fields in a timely fashion. Brayden was sponsored by RBK Joint Venture/United Grain Corporation.

Josie Westmoreland: Award amount \$1,000. This hard-working student will be attending Washington State University to pursue her B.S. in Biochemistry. Josie's main interest is healthcare - particularly Radiology. In recent years, Josie has assisted with two separate medical emergencies that propelled her desire to work in the medical field. She hopes to return to her roots and provide medical care for her community. Josie was sponsored by HighLine Grain Growers.

EDITOR'S NOTE: Thank you to all those who applied and/or sponsored students in your area. A thorough and thoughtful matrix was created to evaluate and grade every question completed by each student. Each committee member went through this process for the individual candidates, then met via conference call for a group evaluation and final scoring. The time, effort and thoughtfulness put into this process by the Scholarship Committee is greatly appreciated by PNWGFA.

A special thanks to the Scholarship Committee
Marvin Clinesmith, HighLine Grain Growers - Chair
Ken Anderson, Shaver Transportation
John Evans, Evans Grain, Feed & Seed
Ted Lowe, Columbia Grain, Int.
Jason Middleton, United Grain Corp.
Steve Shaver, Shaver Transportation

The members of Pacific Northwest Grain & Feed Association (PNWGFA) are pleased to award multiple scholarships to qualified applicants who are either working for, or have family members working with, our regional industry.*

Our scholarship program is dedicated to helping students reach their academic potential and career goals, while responding to the financial pressures placed on their families.

To qualify for this award, applicants must be:

- High school seniors, college freshmen and/or sophomores
- Have either been accepted, or are currently enrolled in a 2- or 4-year accredited college or university
- Connected with our PNWGFA membership in some way.*

Previous recipients of the PNWGFA Scholarship are not eligible to apply again.

**Opens
Jan. 1**

2020-21 CALENDAR OF EVENTS



PACIFIC NORTHWEST GRAIN & FEED ASSOCIATION

2020 - 2021 Schedule of Events:



Clear Lake Country Club

Annual Idaho Trout Fry & Golf Scramble
Clear Lake Country Club - Buhl, Idaho
September 24, 2020

2nd Annual PNWGFA Safety Seminar Series
Northern Quest Resort & Casino, Spokane, WA
November 12 - 13, 2020



Northern Quest Resort & Casino



Coeur d'Alene Resort

54th Annual Warehousemen's Conference & Trade Show
Coeur d'Alene Resort - CDA, Idaho
February 10*- 12, 2021
(*Safety Related Training 2-10 - TBD)

Southern Idaho Pesticide Conference
Burley Inn & Convention Center - Burley, ID
2021 - TBD



Best Western Plus Burley Inn & Convention Center

40th Annual
Country Elevator Council Meeting & Golf Tournament
Location TBD
April 21 - 23*, 2021 (tent)
(*Special extra-day training 4-23)



Campbell's Resort

104th Annual Convention & Golf Tournaments
Campbell's Resort - Chelan, WA
June 20 - 22, 2021

2019-20 YE FINANCIALS

PACIFIC NORTHWEST GRAIN & FEED ASSOCIATION STATEMENT OF FINANCIAL POSITION MAY 31, 2020

| | May 31, 20 |
|---------------------------------------|-------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1000 · Checking - First Republic | 49,966.76 |
| 1008 · Investment - Piper Jaffrey | 371,405.57 |
| 1010 · Transportation - Piper Jaffrey | 25,579.71 |
| 1015 · Scholarship -Piper Jafrey | 46,958.03 |
| Total Checking/Savings | 493,910.07 |
| Other Current Assets | |
| Prepaid Expense | 3,566.53 |
| 1210 · Accounts Receivable - MC | 400.00 |
| Total Other Current Assets | 3,966.53 |
| Total Current Assets | 497,876.60 |
| TOTAL ASSETS | 497,876.60 |
| LIABILITIES & EQUITY | |
| Equity | |
| 3869 · Transportation Fund | 25,313.85 |
| 3870 · Scholarship Fund | 46,470.00 |
| 3872 · Honored Alumni Fund | 21,928.73 |
| 3999 · Retained Earnings | 381,738.94 |
| Net Income | 22,425.08 |
| Total Equity | 497,876.60 |
| TOTAL LIABILITIES & EQUITY | 497,876.60 |

2019-20 YE FINANCIALS

PACIFIC NORTHWEST GRAIN & FEED ASSOCIATION FINANCIAL SUMMARY MAY 31, 2020

| | 2019 YTD | Budget | Budget Met | 2018/19 TTI |
|--|------------------|------------------|------------|------------------|
| Income | | | | |
| 200 · Membership Dues | \$105,718 | \$104,510 | 101% | \$104,510 |
| 203 · Annual Convention Income | \$41,045 | \$60,200 | 68% | \$47,090 |
| 205 · Directory / Buyers Guide Income | \$23,080 | \$24,350 | 95% | \$21,795 |
| 208 · Idaho Trout Fry / Golf Income | \$12,760 | \$8,000 | 160% | \$10,455 |
| 210 · Warehousemans Seminar Income | \$78,509 | \$77,000 | 102% | \$80,659 |
| 212 · Pesticide Conference Income | | \$2,700 | 0% | |
| 215 · Country Elevator Council Seminar Income | | \$17,600 | 0% | \$21,768 |
| 216 · Other Wkshp /Seminar Income (Extra Day) | | \$2,500 | 0% | |
| 217 · Safety Meeting Income | \$10,600 | | | |
| 218 · General Sponsorship Income | \$6,905 | | | |
| 250 · Interest Income | \$5,295 | \$2,000 | 265% | \$7,939 |
| 299 · Miscellaneous Income | \$0 | | | \$0 |
| Total Income | \$283,913 | \$298,860 | 95% | \$294,215 |
| Expense | | | | |
| 301 · Board of Directors Expense | \$1,094 | \$3,100 | 35% | \$3,663 |
| 303 · Annual Convention Expense | \$34,065 | \$62,100 | 55% | \$68,546 |
| 305 · Directory / Buyers Guide Expense | \$8,035 | \$6,775 | 119% | \$6,670 |
| 305C · Directory Commission | | \$1,000 | 0% | \$0 |
| 308 · Idaho Trout Fry / Golf Expense | \$5,782 | \$7,500 | 77% | \$7,369 |
| 310 · Warehouseman Conference Expense | \$53,477 | \$54,675 | 98% | \$56,784 |
| 312 · Pesticide Conference Expense | | \$2,975 | 0% | \$0 |
| 315 · Country Elev Council Mtg Expense | \$1,378 | \$16,620 | 8% | \$13,099 |
| 316 · Other Wkshp / Seminar Income (Extra Day) | | \$700 | 0% | \$0 |
| 317 · Safety Meeting Expense | \$7,999 | | | |
| 325 · Promotions / Marketing Expense | | \$750 | 0% | \$1,206 |
| 326 · Publication / Newsletter Exp. | \$45 | \$100 | 45% | \$21 |
| 330 · Management / Administrative Svc | \$111,171 | \$108,828 | 102% | \$115,653 |
| 332 · Phone / Fax Expense | \$1,765 | \$775 | 228% | \$1,015 |
| 335 · Bank Charges / Merchant Fees | \$2,788 | \$3,350 | 83% | \$2,798 |
| 336 · Postage | \$606 | \$250 | 242% | \$241 |
| 337 · Printing / Copies - General | \$713 | \$1,600 | 45% | \$573 |
| 338 · Office Supplies / Expense | \$1,248 | \$400 | 312% | \$774 |
| 350 · Donations | | \$500 | 0% | \$0 |
| 352 · Dues & Subscriptions | \$2,325 | \$8,258 | 28% | \$8,433 |
| 353 · Insurance | \$2,332 | \$1,670 | 140% | \$1,591 |
| 355 · Taxes, Licenses & Fees | \$496 | \$1,050 | 47% | \$1,740 |
| 358 · Professional & Legal Services | \$6,310 | \$4,900 | 129% | \$3,600 |
| 359 · Recognition & Awards | \$151 | \$500 | 30% | \$478 |
| 360 · Staff Misc. Meeting /Travel Expense | \$4,872 | \$1,450 | 336% | \$1,062 |
| 361 · GEAPS Meeting / Travel Expense | | \$1,025 | 0% | \$1,081 |
| 362 · NGFA Meeting / Travel Expense | \$3,597 | \$4,850 | 74% | \$4,038 |
| 363 · Tri-State WG Mtg / Travel Exp. | \$1,464 | \$1,550 | 94% | \$2,308 |
| 364 · Idaho Mktg/Mbr Drive Expense | \$735 | \$800 | 92% | \$859 |
| 370 · Marketing & Promotions | \$60 | | | |
| 372 · Storage Expense | \$188 | \$406 | 46% | \$406 |
| 375 · Website / Database Expense | \$4,793 | \$1,000 | 479% | \$2,869 |
| 398 · Transition Expense | \$162 | | | \$0 |
| Total Expense | \$257,651 | \$299,457 | 86% | \$306,879 |
| Net Income | \$26,262 | -\$597 | | -\$12,663 |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 400 · Scholarship Fund Income | \$8,672 | \$9,950 | 87% | 12288.77 |
| 403 · Transportation Fund Income | \$361 | \$150 | 240% | 537.53 |
| 405 · Honored Alumni Fund Income | \$2,977 | \$4,000 | 74% | 3264.14 |
| Total Other Income | \$12,009 | \$14,100 | | \$16,090 |
| Other Expense | | | | |
| 500 · Scholarship Fund Expenses | \$12,749 | \$11,100 | 115% | 15832.78 |
| 505 · Honored Alumni Fund Expense | \$3,098 | \$2,260 | 137% | 3264.14 |
| Total Other Expense | \$15,847 | \$13,360 | | \$19,097 |
| Net Other Income | \$22,425 | \$143 | | -\$15,670 |

Pacific Northwest Grain & Feed Association
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 (503) 227-0234
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2020 - 2021 CALENDAR

| July '20 | August '20 | September '20 |
|---|---|---|
| | | 11 PNWGFA Warehousemen's Conf. Planning Meeting (tent) Spokane, WA 24 PNWGFA Idaho Trout Fry & Golf Clear Lake Country Club - Buhl, ID |
| October '20 | November '20 | December '20 |
| 7-9 PNWA Annual Convention Vancouver, WA | 12-13 PNWGFA 2 ND Annual Safety & Education Training Northern Quest Resort Spokane, WA | 1-4 Tri-States Grain Growers Convention Coeur d'Alene Resort - ID 6-8 NGFA Annual Country Elevator Conf. Kansas City, MO |
| January '21 | February '21 | March '21 |
| | 10-12 PNWGFA 54 TH Annual Warehousemen's Conference & Trade Show, Northern Quest Resort & Casino, Spokane, WA 20-23 GEAPS Exchange Expo Columbus, OH | 14-16 NGFA 125th Annual Convention San Diego, CA 14-18 PNWA Mission to Washington DC |
| April '21 | May '21 | June '21 |
| tbd PNWGFA 40 TH Annual Country Elevator Conf. (Location TBD) | | 20-22 PNWGFA 103 RD Annual Convention & Golf Tournaments Campbell's Resort, Chelan, WA 22-24 PNWA Summer Conference Spokane, WA |



PACIFIC NORTHWEST
 GRAIN & FEED ASSOCIATION