

ANNUAL REPORT 2022

Creating Shared Value
through Education,
Promotion, and Policy



MESSAGE FROM THE PRESIDENT

Woolgrowers,

Our winter meeting coincides with the settling of 2022. There's no need to beat a dead horse, but it was a tough year. That said, the IWGA is a righted ship. Thanks to Liz Wilder's hard work, membership is up and we're in the black. Liz, her husband Brett, and Patxi Larrocea-Phillips bring the energy and knowledge that we need.

The IWGA responded to our current market conditions. Our National and State legislators, our Governor's office, the USDA and others were informed regarding imports, consolidation and other issues that must be addressed. The success of Woodgrain millworks, a family owned Idaho company, in placing restrictions on Chinese imports was explored. We have to do all we can and explore every option.

On the upside, we had a great Ram Sale. In November, the IWGA sponsored a pregame event with the U of I's College of Agriculture that was well worth attending. Brett and Patxi have provided legislative and market info beyond expectations. The Sheep Shoppe sales are up and climbing. Slowly, markets are rebounding. 2023 is around the corner.

"Practice Resurrection"

John Peterson



BOARD OF DIRECTORS

John Peterson
President

Jack Blattner
Vice President

Bill Rickabaugh
Northern District Director

Frank Shirts
Western District Director

Mark Henslee
Central District Director

J.C. Siddoway
Eastern District Director

Blake Ball
Director-at-Large

Forrest Arthur
Director-at-Large

Carol Finney
Director-at-Large

BOARD OF TRUSTEES

The Board of Trustees is made up of past Presidents of the Association

John Noh

Harry Soulen

Michael Guerry

Dr. Marie Bulgin

Barry Duelle

Henry Etcheverry

Jeff Siddoway

John Faulkner

James Mays

Governor Brad Little

Ken Wixom

John Noh
American Sheep Industry
Association
Region VII Representative



101ST IDAHO STATE RAM SALE



The 101st Idaho State Ram Sale welcomed new additions this year including the introduction of an online video auction, a new logo, and additional marketing efforts. All additions yielded high prices and strong demand at the event on July 9, 2022. In 2021 at the 100th Idaho State Ram Sale, the IWGA started a scholarship program to provide students with an interest in sheep related careers financial assistance in their studies. The promotional ewe, donated by the University of Idaho Sheep Center, was auctioned off and raised enough funds to supply 2- \$1,000 scholarships for students.

VIDEO AUCTION

Bidders from:
ID, OR, UT, WA, MT, CA,
TX, IL, IA

7 lots purchased
95 bids placed

STRONG DEMAND

184 Bucks from **5 states**

\$784.78/head average

Only **down 9% YoY**
smallest decline of western state sales

MARKETING GROWTH

22,181 accounts reached on Facebook and **2,623** website visitors

167 catalogs mailed to **12** states

125 catalogs distributed at event

2022 PROMO EWE DONORS

John Peterson
 Dustin Wixom
 Carol Finney
 Barry Duelke
 Mark Henslee
 Tom Peavey

Mike Guerry
 Keith Salisbury
 Henry Etcheverry
 Mike Sterling
 Blake Ball
 John Noh

Cergin Livestock
 Faulkner Land & Livestock
 Cory Weiss
 Todd Schwandt
 Joel Teuscher

Ike Maxwell
 Tony Ramirez
 Bill Rickabaugh
 Columbia Bank

2022 SCHOLARSHIP RECIPIENTS

KINLEY WHITMARSH
 Animal and Veterinary
 Science: Science and Pre-Vet
University of Idaho

“I participated in the 2021 carcass ultrasound event hosted by the Idaho Wool Growers Association where I became NSIP certified in backfat depth scanning. Although I have not grown up in a production background, I hope to become more heavily involved in the sheep industry in the future. This scholarship will help me pursue a degree in Veterinary Medicine. I hope one day I will become a veterinarian that all local sheep farmers and community members can trust and rely on.”



EMILY BLATTNER
 Agricultural Economics and
 Business Management:
 Agribusiness Emphasis
University of Idaho

“I want to give back to the sheep industry in Idaho in every way I can because it has been a major component of my life and the opportunities I have had. Legislation and policy have one of the largest impacts on the agricultural industry. After graduating with my Bachelor’s degree I plan to work in agricultural policy and give back to the sheep industry, helping producers to continue the success of one of Idaho’s oldest industries.”



2022 PROMOTION INITIATIVES

For every pound of wool sold originating from Idaho, the Idaho Wool Growers Association receives \$.02. This money is used for promotion of Idaho sheep, lamb and wool products. Programs include fair sashes, Make it With Wool Contest, Idaho 4-H Skill-a-thon contest, sponsorships of sheep, lamb, and wool festivals and events, and more.



FAIR SASHES

Each year, the Idaho Wool Growers Association provides sashes for the Grand and Reserve Champion Market Lambs in both 4-H and FFA divisions at all county and state fairs in Idaho. In total, 99 fair sashes were sent to 40 fairs. The fair sashes, made entirely out of wool, promote the Idaho Sheep Industry and give recognition to the 4-H and FFA members engaging and learning about the industry.



IDAHO 4-H SKILL-A-THON

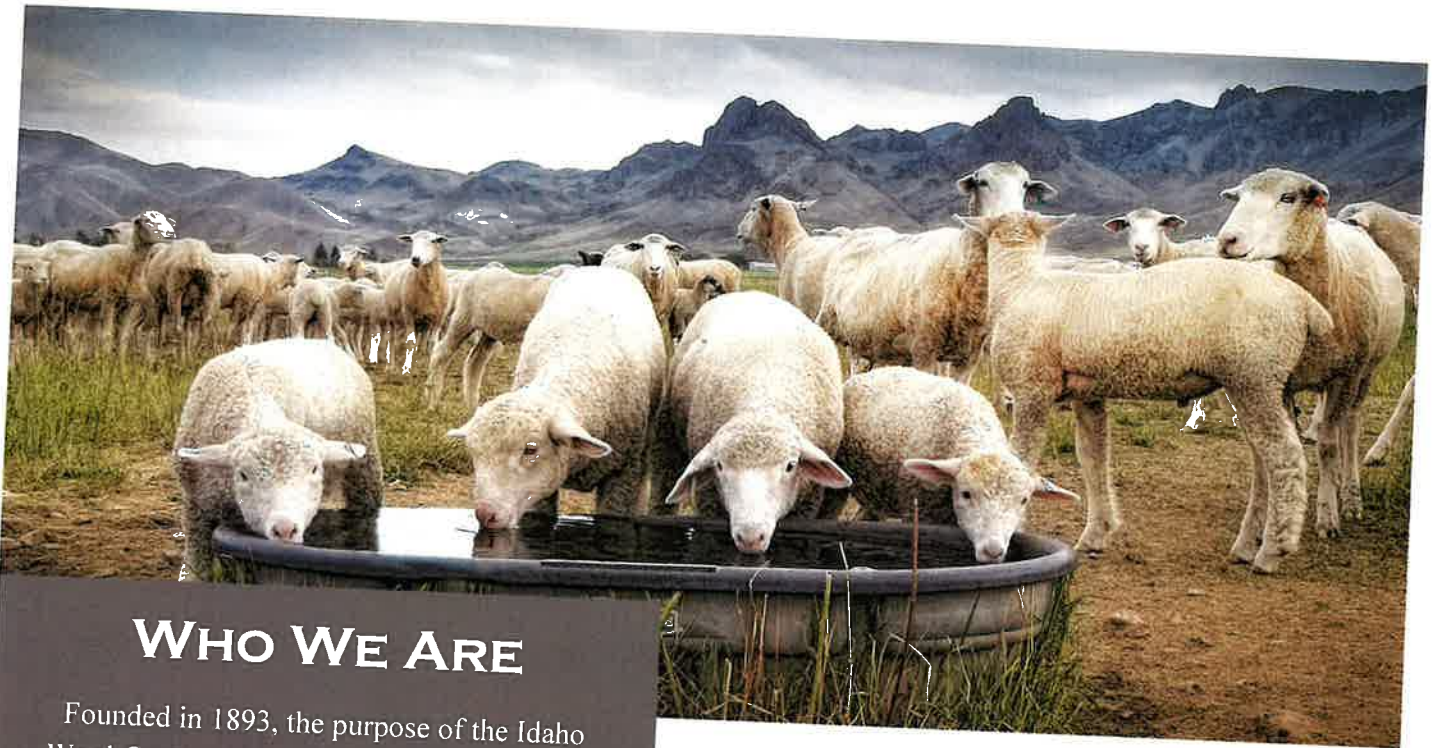
For the first time, the Idaho State Livestock 4-H Skill-a-thon contest included wool judging this year. The Idaho Wool Growers Association proudly sponsored the event and provided a wool pelt for the top wool judger. The wool judging component required participants to learn about the wool industry and understand the basic fundamentals required to grade and judge wool.



THE SHEEP SHOPPE

The Sheep Shoppe markets and sells 100% American Sheep, Lamb, and Wool products. Items are sourced as close to Idaho as possible and sold at events and online. The goal of the sheep shoppe is to increase demand for sheep, lamb, and wool products, and encourage their usage. Top selling products include Idaho Wool Dryer Balls, Sheep Pelts, and Slippers.

In 2022, the Sheep Shoppe shipped items to **23 states**.



WHO WE ARE

Founded in 1893, the purpose of the Idaho Wool Growers Association is to advocate for and promote Idaho's Sheep Industry through education and extension, funding new research, influencing politics and policies, and improve lamb and wool marketing for the welfare our members, their families, and their businesses; and to benefit the economic prosperity of the industry to secure a successful future of the Idaho Sheep Producers for years to come.

OUR GOAL

To foster, promote, protect, and encourage the business of developing, raising, and marketing sheep in the state of Idaho.

FY 22 FINANCIAL OVERVIEW

| | |
|----------|--------------|
| REVENUE | \$297,081.90 |
| EXPENSES | \$292,496.30 |
| | <hr/> |
| | \$4,585.60 |

IDAHO SHEEP BY THE NUMBERS

4th in nation for total market lambs

7th in nation for sheep inventory

8th for wool production

230,000 sheep

1,447 shepherds

Inventory Value:

\$120 million

\$2.6 million

wool base value

6.26% of U.S. wool supply

2022 MEMBERSHIP

150

TOTAL MEMBERS

43 %

MEMBERSHIP INCREASE

34

NEW MEMBERS

NEW MEMBERS

Barney Lyons
Ewescan
Diane James Flowers
Jennifer Bogut
Joan Whitacre
Tova R. Cladouhos
Brad Clark Sheep
Shearing
Misha & Jeremy Baxter
Randal & Carol Stoker
Orville Thompson
Jennifer Westendorf
Victoria Laidlaw
Barbara Morris
Russell Broadbent
Idaho Coalition of Land
Trusts
Natalia's Felted Soaps
AgRisk Advisors
Foundation for Wildlife
Management
Joe Zueger

Greg Lounsbury
Adam & Briana Redland
Layne Shepherd
Dr. Tony Parsons
Mark Shelden
Clark Syme
Frederick Nelson
John Walczykowski
Judi Mault
Leslie Capik
Tiffany Sharp Bowman
Northwest Farm Credit
Services
Farmers Bank
Redd Summit Advisors
Boise River Lamb

BUSINESS MEMBERS

Ewescan
The Twisted Ewe
Albertson's Library
Utah Wool Marketing
Association
Idaho Coalition of
Land Trusts
Ag Risk Advisors
Foundation for
Wildlife Management
Roswell Wool
Western Range
Association
Northwest Farm Credit
Services
Superior Farms
Farmers Bank

Simplot Western
Stockmen's
D.L. Evans Bank
Columbia Bank
Idaho AgCredit
University of Idaho
Sheep Center
Rocky Mountain Sheep
Marketing Association

John & Diane Peavey

2022 American Sheep Industry

Association Industry Innovation Award Recipients

John & Diane Peavey founded the Trailing of the Sheep Festival over 25 years ago, creating a one-of-a-kind, immersive, and educational event honoring the sheep industry and the impact it had on the state of Idaho.



POLICY INITIATIVES

This year, the Idaho Wool Growers Association appointed a Legislative Action Committee (LAC) that could quickly and efficiently convene to respond to legislative issues that affect the sheep industry in Idaho. Legislation the LAC worked on included: H468: Endowment Land (Supported), H608: Stockwater (Supported), S1251: State Lands (Opposed), S1252: Taylor Grazing Act (Opposed), S1267: Transportation (Neutral), S1344: Rural Veterinarians Loan Repayment Program (Supported), S1345: Fencers (Neutral), and S1380: Rural Veterinarians Loan Repayment Program (Support). The IWGA works alongside other Idaho agricultural groups and stakeholders through membership at Food Producers of Idaho and contributed to political elections this year through the Agriculture and Natural Resource Industries PAC.



Patxi Larrocea-Phillips



RANGE TOUR

The 2022 Range Tour brought together sheep producers, agency representatives, researchers, and legislative representatives to the Siddoway Sheep Company in St. Anthony, Idaho. The dinner, hosted at the Siddoway's hunting lodge, Juniper Mountain Ranch, had over 75 people in attendance. On the Saturday tour, over 45 people attended, including representatives from BLM, Idaho Department of Lands, Idaho Fish and Game, Senator Crapo's office, Senator Risch's office, the U.S. Sheep Experiment Station, and Idaho Senators and Representatives. Each tour stop featured a different aspect to the Siddoway's Range Management program. This included prescribed burning, Sage Grouse management, the importance of multi-agency cooperation and collaborative management programs, grazing rotations, sagebrush management, and more.

LEGISLATIVE ACTION COMMITTEE

John Peterson
President

Liz Wilder
Executive Director

J.C. Siddoway

Patxi Larrocea-Phillips

John Noh

Government Affairs Director

IWGA AIRPLANE

The Idaho Wool Growers Association owns an airplane that is leased to U.S. Wildlife Services to animal depredation work. The plane is based out of Gooding, Idaho and flies across the state of Idaho.

254.8 hours flown

Oct. 1, 2021– Sept. 30, 2022



SEPTEMBER 25: IDAHO WOOL GROWER APPRECIATION DAY

On September 25, 129 years ago, the Idaho Wool Growers Association was founded. To celebrate the strong traditions, long time tenacity and prosperity, and time honored legacy, Governor Brad Little has proclaimed September 25, 2022, Wool Grower Appreciation Day. To all Wool Growers, sheep men and women alike, past, present, and future, we recognize you for the crucial role you play in the U.S. sheep industry, the long-lasting impact you've made on Idaho, and your unending love for what you do. The proclamation reads as follows:

Whereas, on September 25, 1893, the Idaho Wool Growers Association was founded in Mountain Home and strong traditions were born; and

Whereas, despite numerous obstacles and shifts in production, Idaho's wool growers and sheep producers remain steady in providing the American consumer with a premium protein, and they are a valuable part of Idaho's agriculture future and economy; and

Whereas, Idaho Wool Growers and sheep producers rank 7th in the nation for total inventory that can be valued at more than \$120 million; and

Whereas Idaho's 230,000 sheep account for 6.26-percent of the nation's wool clip with a base value of \$2.6 million; and

Whereas the Idaho Wool Growers rich traditions and commitment to being stewards of the land have helped Idaho manage public lands, develop natural habitat of many species, and conserve land for generations; and

Whereas Idaho lambs serve a crucial role in the U.S. lamb supply chain and play a critical role in both the state's economy and the U.S. sheep industries supply chain and economic output;

Now, therefore, I, BRAD LITTLE, Governor of the State of Idaho, do hereby proclaim September 25, 2022 to be

Wool Grower Appreciation Day

