

Idaho Hop Growers Commission
Idaho Apple Commission
Idaho Cherry Commission
Annual Report

Senate Agricultural Affairs Committee

March 2, 2023

Attachment 3
March 2, 2023

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Idaho Hop Growers Commission

History

Hops in Idaho seem like a relatively new crop. With the growth of the craft beer industry, the hop industry grew substantially. The Idaho Hop Growers Commission was actually formed in 1955 to market and protect Idaho Hops, and to conduct relevant research for their continued growth and health. In 2018 Idaho moved into second place in hop acreage planted and hop yield. The majority of the hops are grown in Canyon County with a large production in Northern Idaho. Hop harvest begins in August, and continues through the first of October. The USDA National Hop Report released in December 2022, stated that Production for Idaho, Oregon, and Washington in 2022 totaled 101 million pounds, down 12 percent from the 2021 crop of 116 million pounds. Washington produced 71 percent of the United States hop crop for 2021; while Idaho accounted for 16 percent and Oregon accounted for 13 percent. Idaho acreage was at 9,267 acres compared to Washington at 42,762 acres, and Oregon at 7,756 acres.

Market Update

The 2022 season had its challenges. The yields for the 2022 season were average to below average. The market is experiencing a surplus specifically on proprietary brands such as Citra and Mosaic. It was wet in April and May, and still cool in June. There was hail in August and certain crop yards, saw reduced yield due to wind and hail. For 2023 the larger brewers are asking for a 10,000 acreage reduction in the Pacific Northwest. Idaho will see about 1,000 to 2,000 acres removed. This reduction is due to the fact that the acreage has been increasing for the past 10 or so years with the growth of the Craft Brewers Market. Demand is slowing and since COVID, the supplies have not been totally used.

Most all of the hop growers use H2A for labor, and this is getting increasingly expensive. In 2018, Adverse Effect Wage Rate (AEWR) was \$11.63, now it is at \$15.63. The all-in expense including contracting, transportation, housing, and etc. would be about \$21.00 an hour.

The Hop Growers of America recently held its annual convention in Santa Rosa, California, and this year Idaho was the host state. There was great participation with about 550 attendees.

Commissioners:

The 2022-2023 Commission consists of Commissioners, Brock Obendorf, Chairman; Oliver Schroeder, Vice Chairman; Nate Jackson, Mark Hanson, and Diane Gooding.

Memberships:

Hop Research Council (HRC) www.hopresearchcouncil.org

The Hop Research Council is a non-profit organization that funds and directs hop research to benefit the U.S. hop industry. Members include domestic and international brewers, hop dealers, and hop grower organizations. The Council was established in 1979 by a group of hop industry members that believed in the benefit of a united hop research effort. Today, the original goal remains true. Brewers, Dealers, and Growers work together to fund and direct hop research, ensuring a bright future for the U.S. hop industry. Diane Gooding is the Commission representative for the

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Hop Research Council, and serves as Vice President.

Hop Growers of America (HGA) www.usahops.org

Hop Growers of America is a trade association focused on grower support through technical, scientific research; trade promotion and harmonization; educational outreach; expansion of industry, USDA statistics, and more. HGA also hosts the annual American Hop Convention. HGA enjoys fruitful partnerships with merchants, breweries, brewing schools and other industry partners. The HGA makes an annual trip to Washington DC to meet with the Washington, Idaho, and Oregon delegations to discuss the ongoing issues of the Hop Industry. The past couple of years these meetings have taken place virtually. Oliver Schroeder, was elected President at this year's convention. Nate Jackson is also a Board Member. Diane Gooding and Colbie Libsack are Alternates for the Board.

US Hop Industry Plant Protection Committee (USHIPPC)

The US Hop Industry Plant Protection Committee (USHIPPC) was formed in 1988 to coordinate plant protection issues and pesticide registration efforts on behalf of hop growers in Washington, Oregon and Idaho. At the time, growers had experienced registration cancellations and resistance development that left them with a very limited plant protection toolbox. The industry is still experiencing that; USHIPPC continually works with other countries to keep the pesticide registrations that are needed for growing hops. Michelle Gooding is the Commission Representative, and will serve as President this year.

Specialty Crop Grants

Developing Knowledge and Creating Awareness for Idaho Hops through Summer Tours, Social Media, and Newsletters \$39,800 - Allocated 2020

Creating Awareness and Demand for Idaho Hops through Tours, Social Media, Domestic Promotions and Conventions. \$48,275 - Allocated 2022

The Commission partnered with the Idaho Barley Commission and ran radio ads during the month of April promoting Craft Beer Month.

On June 18, 2022, the Commission advertised on the sample beer cups and had a booth for the Wild West Brewfest. This was held at Indian Creek Plaza in Caldwell, Idaho



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In September 2022, the Commission participated in the first Hops and Crops Event held at Indian Creek Plaza. During the event, the Commission had a booth, and offered three Hop Tours to various hop facilities, and over 100 people participated in the Tours.

Idaho Hop Season

Many people don't realize that because of the nature of hops once harvest begins, the growers harvest 24 hours a day seven days a week until harvest is completed. The growers have less than 24 hours to process the hop bines after they are cut.



Digging



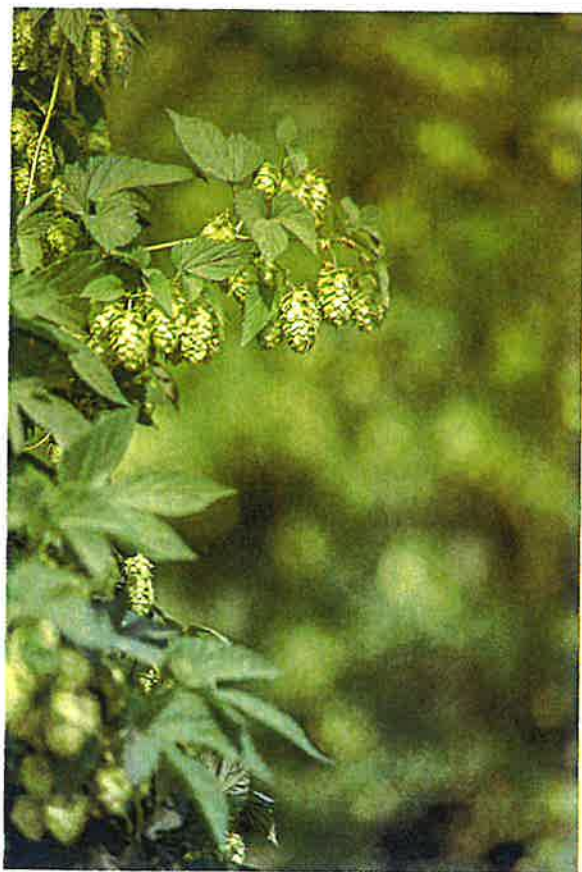
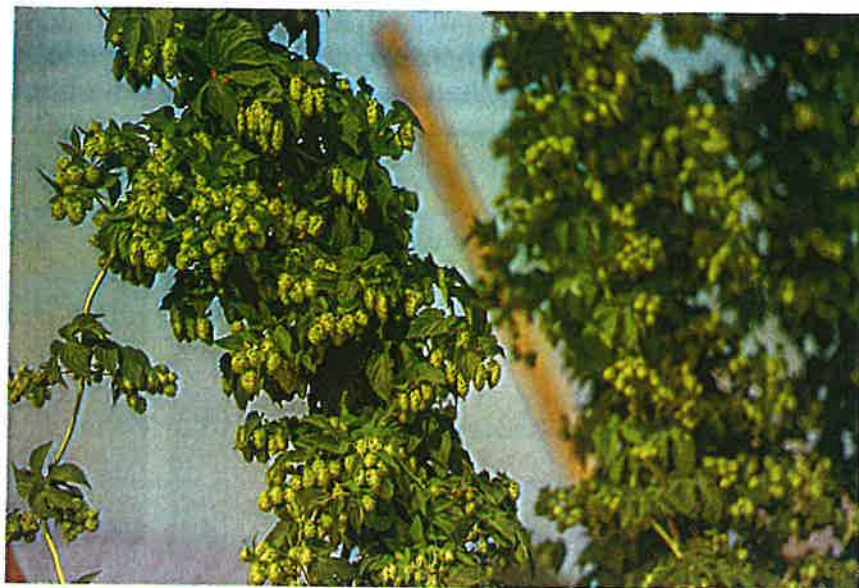
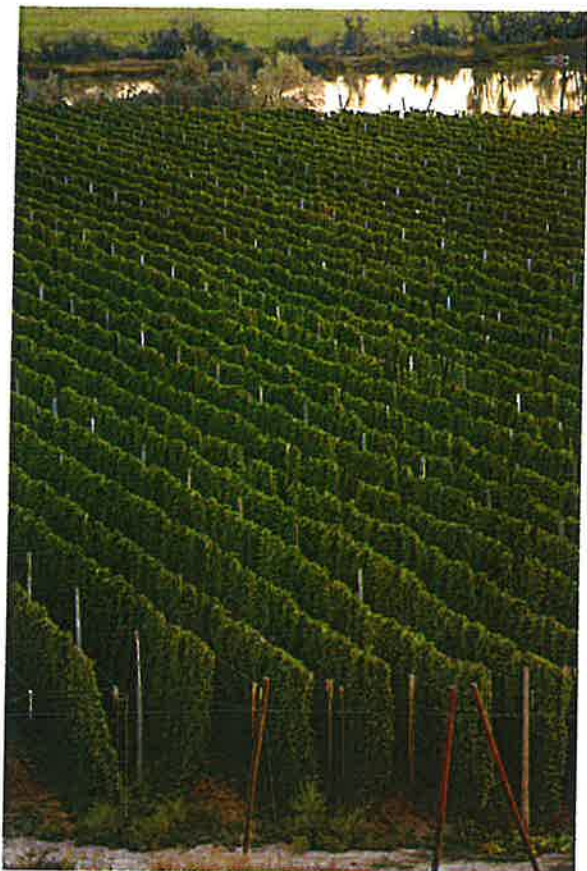
Planting



Growing



Harvest



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**Idaho Hop Growers Commission
2023-2024 Proposed Budget**

	2021-2022 Financial Statement	2022-2023 Dec., 7 Month Financial Statement	Budget 2022-2023	Budget 2023-2024
Income				
Assessments	219,513.98	109,869.38	259,932.00 *	234,051.00 **
Dealer License	400.00	450.00	650.00	650.00
Donation Income	0.00	5,000.00	0.00	0.00
2019 Grant Funding-Marketing	18,230.00	10,877.41	15,000.00	
2019 Grant Funding-Research	78,895.43	4,738.52	4,830.00	
2020 Grant Funding - Marketing	850.00	3,000.00	15,000.00	20,000.00
2021 Grant Funding-Research				15,000.00
Interest Income	1.28	5.20	10.00	10.00
Miscellaneous Income	0.00	0.00	0.00	0.00
Strong Beer Tax Funds	35,576.51	71,696.76	50,000.00	100,000.00
Carryover	0.00	0.00	0.00	0.00
Total Income	353,467.20	205,637.27	345,422.00	369,711.00
Expense				
2019 Grant Expenses - Marketing	10,230.00	5,377.41	15,000.00	
2019 Grant Expenses - Marketing	78,895.55	4,738.52	4,830.00	
2020 Grant Expenses - Marketing	3,750.00	9,200.00	15,000.00	20,000.00
2021 Grant Expenses - Research		6,147.78		15,000.00
Donation	600.00	600.00	600.00	600.00
Dues & Fees	595.00	0.00	750.00	750.00
HGA Assessment	64,462.87	0.00	69,055.50	69,055.50
HIPPC Assessment	28,584.27	0.00	30,384.42	30,384.42
HRC Assessment	22,533.00	25,393.00	25,393.00	25,393.00
Insurance Expense	120.00	0.00	150.00	150.00
Meeting Expenses	1,619.27	310.59	4,000.00	4,000.00
Miscellaneous	486.00	200.00	5,000.00	5,000.00
Office Expense/supplies	73.55	39.22	500.00	500.00
Promotion/Events	5,153.18	16,079.22	6,000.00	25,000.00
Public Relations	107.88	0.00	500.00	500.00
Rent Expense	6,000.00	4,000.00	6,000.00	6,000.00
Repairs and Maintenance	0.00	0.00	3,000.00	3,000.00
Salaries & Benefits	31,928.75	22,337.24	33,689.31	37,189.31
Test Plot Maintenance & Growing	0.00	10,000.00	10,000.00	10,000.00
Travel Expenses	9,148.27	1,481.89	5,000.00	5,000.00
Annual Audit	3,500.00	3,750.00	3,500.00	3,800.00
U of I Building	70,000.00	0.00	70,000.00	70,000.00
U of I Research	35,000.00	0.00	35,000.00	35,000.00
Total Expense	372,787.59	109,654.87	343,352.23	366,322.23
Net Income	-19,320.39	95,982.40	2,069.77	3,388.77

*Based on 86,644 bales @ \$3.00 per bale

**Based on 78,017 bales @ \$3.00 per bale

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Accrual Basis

Idaho Hop Growers Commission
Balance Sheet
As of December 31, 2022

	<u>Dec 31, 21</u>	<u>Dec 31, 22</u>
ASSETS		
Current Assets		
Checking/Savings		
Idaho Hop Commission . Checking	86,946.76	177,952.58
Idaho Hop Commission . Savings	7,953.17	7,958.63
Total Checking/Savings	<u>94,899.93</u>	<u>185,911.21</u>
Total Current Assets	94,899.93	185,911.21
Fixed Assets		
Equipment	13,450.00	13,450.00
Total Fixed Assets	<u>13,450.00</u>	<u>13,450.00</u>
TOTAL ASSETS	<u>108,349.93</u>	<u>199,361.21</u>
LIABILITIES & EQUITY		
Equity		
Opening Balance Equity	19,037.50	19,037.50
Retained Earnings	103,761.70	84,341.31
Net Income	-14,449.27	95,982.40
Total Equity	<u>108,349.93</u>	<u>199,361.21</u>
TOTAL LIABILITIES & EQUITY	<u>108,349.93</u>	<u>199,361.21</u>

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Budget vs. Actual

May through December 2022

	May - Dec 21	May - Dec 22	Budget	\$ Over Budget
Income				
2019 Grant Funding - Marketing	18,230.00	10,877.41	15,000.00	-4,122.59
2019 Grant Funding - Research	56,636.81	4,738.52	4,830.00	-91.48
2020 Grant Funding - Marketing	0.00	3,000.00	15,000.00	-12,000.00
Assessments				
Previous Years Assessments	9,882.00	35,347.80		
Assessments - Other	4,873.20	74,521.58	259,932.00	-185,410.42
Total Assessments	14,755.20	109,869.38	259,932.00	-150,062.62
Dealer License	400.00	450.00	650.00	-200.00
Donation Income	0.00	5,000.00		
Idaho State Tax Commission	18,211.84	71,696.76	50,000.00	21,696.76
Interest Income	1.02	5.20	10.00	-4.80
Total Income	108,234.87	205,637.27	345,422.00	-139,784.73
Expense				
2019 Grant Expenses - Marketing	5,580.00	5,377.41	15,000.00	-9,622.59
2019 Grant Expenses - Research	56,636.93	4,738.52	4,830.00	-91.48
2020 Grant Expenses - Marketing	0.00	9,200.00	15,000.00	-5,800.00
2021 Grant Expenses - Research	0.00	6,147.78		
Annual Audit	3,500.00	3,750.00	3,500.00	250.00
Donation	600.00	600.00	600.00	0.00
Dues & Fees	100.00	0.00	750.00	-750.00
HGA Assessment	0.00	0.00	69,055.50	-69,055.50
HIPPC Assessment	0.00	0.00	30,384.42	-30,384.42
HRC Assessment	22,533.00	25,393.00	25,393.00	0.00
Insurance Expense	0.00	0.00	150.00	-150.00
Meeting Expenses	631.23	310.59	4,000.00	-3,689.41
Miscellaneous	150.00	200.00	5,000.00	-4,800.00
Office Expense/supplies	32.64	39.22	500.00	-460.78
Promotion/Events	5,053.18	16,079.22	6,000.00	10,079.22
Public Relations	0.00	0.00	500.00	-500.00
Rent Expense	4,000.00	4,000.00	6,000.00	-2,000.00
Repairs and Maintenance	0.00	0.00	3,000.00	-3,000.00
Salaries & Benefits	21,347.20	22,337.24	33,689.31	-11,352.07
Test Plot Maintenance & Growing	0.00	10,000.00	10,000.00	0.00
Travel Expenses	2,519.96	1,481.89	5,000.00	-3,518.11
U of I Building	0.00	0.00	70,000.00	-70,000.00
U of I Research	0.00	0.00	35,000.00	-35,000.00
Total Expense	122,684.14	109,654.87	343,352.23	-233,697.36
Net Income	-14,449.27	95,982.40	2,069.77	93,912.63

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Idaho Apple Commission

History

Idaho has been committed to growing apples for more than a century. Idaho farmers helped pioneer the apple industry in the northwestern United States. Many major Idaho apple orchards began producing fruit in the 1890s. The apple-growing region of Idaho occupies a relatively small area in the southwestern side of the state near Boise, with orchards in the Twin Falls area. Nestled in a valley between the Snake and Payette rivers, this region is perfectly suited for growing apples of the highest quality. Idaho's terrain, microclimate, volcanic soil, and abundant water supply provide essential elements to guarantee a superb tasting apple. In 1993 we collected assessments on 5 million boxes (40 pounds) and today if Idaho has a full crop we collect on about 1.5 million boxes. Idaho grows eight major varieties.

Market Update

The 2022-2023 season has been a difficult season for the Idaho Apple Industry. Talking to the area shippers, they commented it was the worst year they have ever had. It was wet in April and May, and still cold in June. August brought a hail storm that reduced the volume in this area. There was about 50% of normal production. This weather, was also detrimental for Washington. The smaller crop brought increased FOB pricing, but from a profitability standpoint the increased price has been negated by increases in labor, fertilizer and fuel. There has not been new orchards planted for a few years.

The number one issue in the Idaho Apple Industry and most agriculture industries is the lack of labor. For the growers the H2A program is available, but that is not an option for the packing sheds.

Commissioners:

The 2022-2023 Commission consists of Commissioners, Kathy Brooke, Chairman; Sean Rowley, Vice-Chairman; John Orrison, Secretary-Treasurer, Chad Henggeler, and Sally Symms.

Memberships:

The Commission still maintains memberships with several organizations.

Northwest Horticultural Council (NHC) www.nwhort.org

The NHC is located in Yakima, Washington, and was incorporated in 1947 and assists in handling problems common to the Northwest tree fruit industry. It focuses on national and international policy issues affecting growers and shippers in Idaho, Oregon, and Washington. The representatives from the Idaho Apple Commission who serve on the various Committees in the NHC are Dar Symms, Trustee, and Sally Symms, Export Committee.

Northwest Fruit Exporters (NFE)

The NFE manages cherry and apple export programs required by the foreign countries of Japan, Mexico, India, Vietnam, Egypt, Israel, South Africa, and Australia. It provides a legal framework for tree fruit growers, packers, and exporters to manage and facilitate export marketing programs. Dar Symms is Idaho's representative on the Apple Commodity Committee.

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US Apple Association (USApple) www.usapple.org

USApple is a non profit, member-based association comprised of and supported by individuals, companies, and state and regional associations within the apple industry. They are the national voice and resource center serving the interests of American apple growers, shippers, processors, marketers, and other interested parties within the industry. Daniel Rowley is the representative for the Idaho Apple Commission.

The Idaho Apple Commission is fortunate to have the involvement that it does with these organizations; this helps to give the Idaho Apple industry a national and regional voice.

Local Memberships

The Idaho Apple Commission maintains local memberships as well.

Buy Idaho www.buyidaho.org

Buy Idaho has supported the Idaho business community and championed for Idaho companies to grow and prosper in our state for over 30 years. The goal of Buy Idaho is to keep tax dollars in Idaho and build businesses that will increase job opportunities and quality of life for all Idahoans. (Source: Buy Idaho Web Site)

Idaho Preferred® www.idahopREFERRED.com.



Idaho Preferred is a program of the Idaho State Department of Agriculture dedicated to identifying and promoting Idaho food and agriculture products. Fresh fruits, vegetables and meats; fine wines, beers and spirits; specialty foods, forest products and nursery plants and trees – are all products marketed through the Idaho Preferred® program. (Source: Idaho Preferred Web Site)

Idaho Ag in the Classroom www.agclassroom.org/id/



Idaho Ag in the Classroom is a cooperative effort between the USDA, Idaho State Department of Agriculture, University of Idaho, agribusiness, commodity groups, farm organizations, farmers, ranchers, and educators across the state. (Source: IAIC Web Site)

Candi Fitch is an Advisory Committee Member for Idaho Preferred and Ann Jacops, Assistant Director, serves on the Idaho Agriculture in the Classroom Board.

Promotions

2020 Specialty Crop Grant Building Awareness, Demand, and Increasing Sales of Idaho Apples through Media and Retail Promotions \$64,900 - Allocated 2020

We were able to work again this year with a Marketing Agency.

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Social media posts were created, posted and boosted from September 1 – and are continuing. Posts included information on varieties, where Idaho apples could be found, recipe ideas, and videos. In addition, Facebook ads were created and purchased to promote retail events and partnerships.

We conducted local radio advertising from the middle of September until the middle of October. The Commission conducted national advertising with two national trade publications.

In the Produce News they ran the Apple Spotlight with a 1/2 page ad in late September. This section also included interviews with the area growers and handlers. The Commission was included in the daily newsletter for two weeks in October. In The Packer, the Commission ran two premium content ads, one in October and one in November.



Broulim's participated in the in-store display contest again this season. They built Idaho apple displays in 3 stores in eastern Idaho. The promotion ran early November 2022. Each store submitted pictures of their display and winners were identified. All stores received cash prizes provided by Idaho Apple Commission through non-grant funds. Two different radio ads were created, produced and placed on two networks in eastern Idaho markets for the week of the promotion. Facebook ads were placed on both Idaho Apple Commission and Broulim's FB pages to invite consumers to go to Broulim's stores to purchase Idaho apples at a special price.



Broulim's Winning Displays



2022 Specialty Crop Grant Building Awareness, Demand of Idaho Apples through Retail Promotion, National Media, and Social Media \$64,400 - Allocated 2022

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University of Idaho - Specialty Crop Grant Funds

Short Tree Architectures for Pedestrian Apple Orchards to Improve Yield, Quality, Nutrients and Labor Cost \$150,000 - Allocated 2020, Essie Fallahi

New Fruit Wall Architectures in 'Fuji' Apple for High Productivity and Quality in Idaho Allocated 2021 \$175,000, Essie Fallahi

Detection and Epidemiology of Airborne Pathogens of Hops in Idaho Allocated 2021 \$30,000, James Woodhall

Ongoing and relevant research is vital for all crops to be competitive and relative. The Commissions appreciate all of the work done by Researchers at the U of I Parma Research Station.

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Idaho Apple Commission
2022-2023 Six-Month Financial Statement and 2023-2024 Proposed Budget

	2021-2022 Financial Statement	2022-2023 Six-Month Financial Statement	Budget 2022-2023	Estimated Budget 2023-2024
Income:				
Balance:	\$ 141,921.44	\$ 173,805.50		
Crop Assessments	11,695.56	1,383.98	30,000.00	30,000.00
Interest Income	11.90	6.90	50.00	25.00
Assessments from Prior Years	0.00	36,963.77	25,000.00	25,000.00
2017 Specialty Crop Grant Money	158,308.46	0.00	75,000.00	
2018 Specialty Crop Grant	26,385.00	0.00	25,000.00	
2020 Specialty Crop Grant - Research	51,407.09	4,250.00	-	75,000.00
2020 Specialty Crop Grant - Marketing	8,050.28		-	25,000.00
Other Income	0.00	0.00		
Reserve Money	0.00	0.00		
Total Income	255,858.29	42,604.65	155,050.00	155,025.00
Administrative Office:				
Insurance/Workman's Comp	120.00	-	175.00	175.00
Office Supplies/Equipment	-	237.85	-	-
Postage	175.73	29.12	250.00	250.00
Rent & % of Salaries	12,580.00	6,290.02	12,580.00	12,580.00
Telephone	-	-	-	-
Office Travel	264.86	315.74	400.00	400.00
Total Administrative	13,140.59	6,872.73	13,405.00	13,405.00
Promotion:				
Production/Printing	-	-	1,500.00	1,500.00
Media	-	-	-	-
Local Promotions	1,061.12	1,000.90	3,000.00	3,000.00
Trade Association	11,458.01	9,288.50	18,000.00	15,000.00
Trade Meetings	-	-	1,700.00	1,700.00
PMA Convention	160.95			
Promotion Programs	-	-	-	-
Promotion Misc.(Postage, Special, Fees)	-	-	150.00	150.00
Total Promotions and Export Deve.	12,680.08	10,289.40	24,350.00	21,350.00
Grant Money Expended				
2017 Grant - research	142,709.19	-	75,000.00	
2018 Grant - Marketing	4,990.00	-	25,000.00	
2018-Match	-	-		
2020 Grant - Research	12,461.71	24,770.90	-	75,000.00
2020 Grant - Marketing	37,159.09	10,295.53	-	25,000.00
2021 Research Grant	-	1,526.60		
Total Grant Money Expended	197,319.99	36,593.03	100,000.00	100,000.00
Research Projects:				
University of Idaho				
Current Season's Projects-Fallahi	-	-	10,000.00	-
Previous Season's Projects	0.00	-	-	-
Research Reserve	-	-	-	-
Total Research Projects	-	-	10,000.00	-
Miscellaneous Expense:				
Miscellaneous	833.57	406.10	750.00	750.00
Commission Travel	-	-	-	-
Miscellaneous-Other	-	-	-	-
Total Miscellaneous	833.57	406.10	750.00	750.00
Grand Total	\$ 223,974.23	\$ 54,161.26	148,505.00	135,505.00

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Balance Sheet

As of December 31, 2022

	<u>Dec 31, 22</u>	<u>Dec 31, 21</u>
ASSETS		
Current Assets		
Checking/Savings		
1050 · U S Bank - Checking	83,829.75	69,666.70
1060 · U S Bank - Savings	10,157.09	10,155.80
1070 · US Bank Money Market Account	68,262.04	68,255.29
Total Checking/Savings	<u>162,248.88</u>	<u>148,077.79</u>
Total Current Assets	<u>162,248.88</u>	<u>148,077.79</u>
TOTAL ASSETS	<u>162,248.88</u>	<u>148,077.79</u>
LIABILITIES & EQUITY		
Equity		
3900 · Operating Reserve	173,805.50	141,921.44
Net Income	-11,556.62	6,156.35
Total Equity	<u>162,248.88</u>	<u>148,077.79</u>
TOTAL LIABILITIES & EQUITY	<u>162,248.88</u>	<u>148,077.79</u>

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Profit & Loss Budget vs. Actual

July through December 2022

	<u>Jul - Dec 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
4050 · Current Year Crop Assessments	1,383.98	30,000.00	-28,616.02
4060 · Interest Income	6.90	50.00	-43.10
4066 · 2017 Specialty Crop Grant	0.00	75,000.00	-75,000.00
4067 · 2018 Specialty Crop Grant	0.00	25,000.00	-25,000.00
4069 · 2020 Grant	4,250.00		
4075 · Previous Year's Assessments	36,963.77	25,000.00	11,963.77
Total Income	42,604.65	155,050.00	-112,445.35
Expense			
7100 · Administrative			
7120 · Property Ins/Workman Comp	0.00	175.00	-175.00
7130 · Office Supplies/Equipment	237.85		
7140 · Postage	29.13	250.00	-220.87
7150 · Rent & % of Salaries	6,290.02	12,580.00	-6,289.98
7170 · Office Travel	315.74	400.00	-84.26
Total 7100 · Administrative	6,872.74	13,405.00	-6,532.26
7200 · Trade Involvements			
7220 · Trade Association Dues	9,288.50	18,000.00	-8,711.50
7549 · Trade Meetings	0.00	1,700.00	-1,700.00
Total 7200 · Trade Involvements	9,288.50	19,700.00	-10,411.50
7300 · Promotion			
7320 · Production and Printing	0.00	1,500.00	-1,500.00
7340 · Local Promotions	1,000.90	3,000.00	-1,999.10
7495 · Promotion Miscellaneous	0.00	150.00	-150.00
Total 7300 · Promotion	1,000.90	4,650.00	-3,649.10
7662 · Miscellaneous	406.10	750.00	-343.90
7665 · Grant Money Expended			
7675 · 2017 Grant	0.00	75,000.00	-75,000.00
7676 · 2018 Grant	0.00	25,000.00	-25,000.00
7678 · 2020 Grant	10,295.53		
7679 · 2020 Research Grant	24,770.90		
7687 · 2021 Research Grant	1,526.60		
Total 7665 · Grant Money Expended	36,593.03	100,000.00	-63,406.97
7669 · Research Projects			
7682 · Current Season Proj - Fallahi	0.00	10,000.00	-10,000.00
Total 7669 · Research Projects	0.00	10,000.00	-10,000.00
Total Expense	54,161.27	148,505.00	-94,343.73
Net Income	-11,556.62	6,545.00	-18,101.62

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Idaho Cherry Commission

History

On an average Idaho produces about 1,400 tons of cherries annually, and cherries have been grown in Idaho for over 100 years. Cherry harvest begins in mid to late June and is finished the end of July. Most of the cherries are grown in the Sunny Slope area with some grown in Payette and Washington counties, and there are orchards in the Twin Falls Area.

Market Update

When talking with an area shipper she commented, this is the best cherry season on record in dollar amount and volume. Cherries had just started blooming when the spring snow came. The weather made them nervous, but they were able to escape the weather and they ended up with a great year and a good market.

Commissioners:

The 2021-2022 Commission consists of Commissioners, Ryan Henggeler, Rick Robison, Tyler Ode, and Jim Carver.

Memberships:

The Commission maintains regional and local memberships.

Northwest Cherry Growers (NWCG) www.nwcherries.com

The Northwest Cherry Growers is housed in Yakima, Washington, and its membership includes 2,500 growers across WA, OR, ID, UT and MT. The Idaho Cherry Commission feels it is of benefit to be a member of this organization, as then they are promoting and marketing with the four other states and not competing against them. The Cherry Commission has been a member for over 20 years.

Local Memberships include:

Idaho Preferred

Idaho Agriculture in the Classroom

Advertising

In May 2022, the Idaho Cherry Commission placed an ad in the Northwest Cherry Growers' insert in The Packer newspaper. The placement was timely as it was just before the start of the cherry season. The Packer has a paid and non-paid circulation of about 13,000 subscribers.



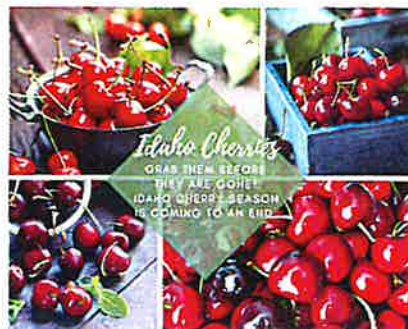
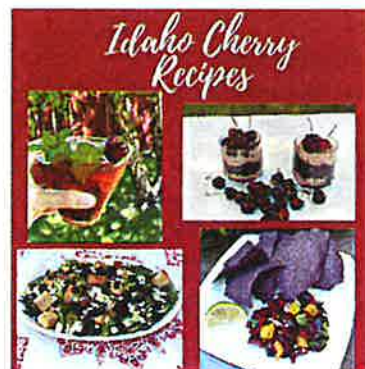
Attachment 3
March 2, 2023

2020 Specialty Crop Grant Increasing Sales and Building Awareness of Idaho Cherries through In-Store Promotions and Social Media \$22,000 - Allocated 2020

We were able to conduct in-store demos at the Market Place Albertsons on Fairview in Boise. In-store demos are always a positive way to promote. At the promotion 500 samples of Idaho cherries were distributed. It seems like nine out of ten times if someone takes a sample of the cherry, they walk to the display and buy a bag. During the promotion Albertsons had the cherries marked at a reasonable price for sale. There were live remotes conducted during the day to bring people to the store.



Social Media Posts for the 2022 Season



2022 Specialty Crop Grant Social Media and In-store Demos increase Awareness and Sales of Idaho Cherries \$20,200 - Allocated 2022

Attachment 3
march 2, 2023

Idaho Cherry Commission
2022-2023 Six-Month Financial Statement and and 2023-2024 Proposed Budget

	2021-2022 Financial Statement	2022-2023 Six -Month Financial Statement	Budget 2022-2023	Estimated Budget 2023-2024
Income:				
Balance:	\$ 19,546.63	\$ 14,482.47		
Crop Assessments	\$ 16,883.34	\$ 34,270.63	\$ 20,000.00	\$ 20,000.00
Interest Income	0.23	0.54	10.00	10.00
2018 Specialty Crop Grant	-	-	-	-
2019 Specialty Crop Grant - Research	107,158.72	-	-	-
2020 specialty Crop Grant	9,722.05	3,054.46	10,000.00	10,000.00
Other Income	40.00	-	-	-
Total Income	133,804.34	37,325.63	30,010.00	30,010.00
<u>Administrative, Office, Miscellaneous Expenses:</u>				
Insurance/workman's Comp	120.00	-	200.00	200.00
Rent & % of Salaries	4,420.00	4,420.00	4,420.00	4,420.00
Office Supplies and Equipment	73.95	-	-	-
Postage	46.67	14.25	100.00	100.00
Miscellaneous	780.33	161.75	400.00	400.00
Total Administrative	5,440.95	4,596.00	5,120.00	5,120.00
<u>Commission Expenses:</u>				
2018 Specialty Crop Grant	-	-	10,000.00	-
2018 Specialty Crop Grant - Cash Match	-	-	500.00	-
2019 Specialty Crop Grant - Research	107,158.72	20,518.96	-	-
2020 Specialty Crop Grant - Marketing	-	3,054.46	-	10,000.00
Travel	160.16	89.54	500.00	500.00
Annual California Inspection	-	-	500.00	500.00
Mexico Cherry Inspection	-	-	1,000.00	1,000.00
Promotional Programs	-	-	5,000.00	5,000.00
NWCG Promotional Assessment	12,000.00	-	10,000.00	15,000.00
Soft Fruit Research	-	-	1,000.00	1,000.00
Promotional Items	-	-	1,500.00	1,500.00
Total Commission Expense	119,318.88	23,662.96	30,000.00	34,500.00
Grand Total	124,759.83	28,258.96	35,120.00	39,620.00

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March 2, 2023

02/03/23

Idaho Cherry Commission

Balance Sheet

As of December 31, 2022

	<u>Dec 31, 22</u>	<u>Dec 31, 21</u>
ASSETS		
Current Assets		
Checking/Savings		
1050 · US Bank - Checking	18,335.83	10,161.47
1060 · US Bank - Savings	5,213.31	5,212.66
Total Checking/Savings	<u>23,549.14</u>	<u>15,374.13</u>
Total Current Assets	<u>23,549.14</u>	<u>15,374.13</u>
TOTAL ASSETS	<u>23,549.14</u>	<u>15,374.13</u>
LIABILITIES & EQUITY		
Equity		
3900 · Operating Reserve	14,482.47	5,437.96
Net Income	9,066.67	9,936.17
Total Equity	<u>23,549.14</u>	<u>15,374.13</u>
TOTAL LIABILITIES & EQUITY	<u>23,549.14</u>	<u>15,374.13</u>

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Idaho Cherry Commission
Profit & Loss Budget vs. Actual
 July through December 2022

	<u>Jul - Dec 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
4050 · Current Year Crop Assessments	34,270.63	20,000.00	14,270.63
4060 · Interest Income	0.54	10.00	-9.46
4080 · Specialty Crop Grant Income	3,054.46	10,000.00	-6,945.54
Total Income	<u>37,325.63</u>	<u>30,010.00</u>	<u>7,315.63</u>
Expense			
7100 · Workman's Comp and Insurance	0.00	200.00	-200.00
7200 · Rent & % Of Salaries	4,420.00	4,420.00	0.00
7240 · Annual California Inspection	0.00	500.00	-500.00
7250 · NWCG Promotion Assessments	0.00	10,000.00	-10,000.00
7260 · Mexico Cherry Inspectors	0.00	1,000.00	-1,000.00
7270 · Soft Fruit Research	0.00	1,000.00	-1,000.00
7280 · Promotional Items	0.00	1,500.00	-1,500.00
7290 · Promotional Programs	0.00	5,000.00	-5,000.00
7293 · 2018 Grant	0.00	10,000.00	-10,000.00
7294 · 2018 Grant - Cash Match	0.00	500.00	-500.00
7295 · 2019 Research Grant Expense	20,518.96		
7296 · 2020 Grant	3,054.46		
7300 · Travel	0.00	500.00	-500.00
7301 · Office Travel	89.54		
7415 · Postage	14.25	100.00	-85.75
7425 · Miscellaneous	161.75	400.00	-238.25
Total Expense	<u>28,258.96</u>	<u>35,120.00</u>	<u>-6,861.04</u>
Net Income	<u>9,066.67</u>	<u>-5,110.00</u>	<u>14,176.67</u>

Attachment 3²¹
 March 2, 2023

Idaho-Eastern Oregon Onion Committee

The Idaho-E. Oregon Onion Committee (M.O.) is also housed in the Parma Office. This is a Federal Program. The Onions grown in Idaho and Eastern Oregon are grown under Federal Marketing Order #958 which maintains a minimum size and grade standard that exceeds USDA standards. The Marketing Order was formed in 1957 under the Code of Federal Regulations.

The annual budget is approved by the USDA. There is an extensive research budget each year. The Research Committee meets on an annual basis to decide on the projects for the upcoming fiscal year. Research is conducted through Oregon State University and the University of Idaho, and this research benefits all growers in the M.O. area.

Along with the Research Committee, within the M.O. there is a Promotion Committee, and an Export Committee. The Promotion Committee handles the Domestic Promotions for the M.O. and the Export Committee handles International promotions. Included in these promotions when allowed are exhibiting at several trade shows domestically and internationally, a broad generic advertising program, and trade missions. Again, this year the Promotion Committee was able to host an in-person VIP Tour to connect area shippers and buyers.

Attachment 3
March 2, 2023

Idaho-Oregon Fruit and Vegetable Association

Mission Statement: The Idaho-Oregon Fruit and Vegetable Association provides an effective avenue for its members to collaborate and work collectively on instrumental issues pertinent to the agricultural industry of its area.

The Idaho-Oregon Fruit and Vegetable Association, Inc. was formed in September 1962, as a non-profit corporation under the laws of the State of Idaho. It was formed primarily to give service to the produce shippers on matters pertaining to transportation and other relative industry problems, particularly matters arising out of the preparation, inspection, and the shipment of fresh fruit and vegetables.

The members of the Idaho-Oregon Fruit and Vegetable Association consists of fruit and vegetable (onions and shallots) shippers in Southwestern Idaho and Eastern Oregon. The Association has a dues based membership. There are about 30 active members. The Associate Members round out the Association Membership and they consist of industry support companies such as banks, bag manufacturers, seed companies, and building companies just to name a few. With the Associate Members the membership rounds out to a total membership of 120.

The Idaho-Oregon Fruit and Vegetable Association (IOFVASN) is an active member of Food Producers of Idaho. The Association stays abreast of the Labor and Transportation issues affecting the industries it represents, and offers support when needed.

Contact information for the Parma Office:

Candi Fitch, Executive Director
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Ann Jacobs, Assistant Director
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Idaho Apple Commission
Idaho Cherry Commission
Idaho-E. Oregon Onion Committee
Idaho Hop Growers Commission
Idaho-Oregon Fruit and Vegetable Association

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Mailing Address: P.O. Box 909
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Fax: (208) 722-6582

www.idahoapples.com
www.idahocherries.com
www.idahohops.org/contact.html
www.usaonions.com
www.id-orfv.org



**IDAHO HOP GROWERS
COMMISSION**
"Always Specify Idaho"



Attachment 3
March 12, 2023