



Port of Seattle

Farm groups say more tariffs will hurt them as the trade war continues.

Trade concerns deepen with additional tariffs

By CAROL RYAN DUMAS
Capital Press

President Donald Trump's escalation of trade tensions with China is unwelcome news in farm country, where producers are already feeling the negative impacts of his first round of tariffs on U.S. trading partners.

On Monday, Trump announced additional tariffs on \$200 billion of imports from the Asian nation, upping the ante on the 25 percent tariff on \$50 billion of Chinese goods implemented in June.

Those tariffs drew retaliatory tariffs on \$60 billion of U.S. goods, primarily targeting U.S. agricultural exports.

The new 10 percent tariff goes into effect Sept. 24 and will increase to 25 percent on Jan. 1. In addition, Trump said he will add tariffs on \$267 billion of Chinese goods if China again retaliates.

Groups representing agriculture in support of free trade were quick to issue statements in response.

National Farmers Union said it has consistently expressed concern about Trump's "imprudent and antagonistic" approach to trade negotiations and the need for long-term solutions.

"China has unquestionably engaged in unfair and manipulative trade behavior for many years," Rob Larrew, NFU vice president of public policy and communications, said.

NFU agrees with President Trump's effort to address these actions but strongly disagrees with his go-it-alone approach, he said.

"We believe he would be more successful in achieving fundamental reforms in China's trading tactics by leading the rest of the world in a united front," he said.

The administration's current strategy has created

serious and potentially irrevocable problems for American farmers and ranchers. The loss of export markets and severely depressed commodity prices cost wheat, soy, and corn growers \$13 billion in June alone, he said.

"Yesterday's announcement to escalate tensions further will undoubtedly cost them billions more in the years to come," he said.

Americans for Farmers and Families said while several of Trump's policies have benefited the U.S., additional tariffs increase existing uncertainties across rural communities.

"As trade tensions escalate, and our ability to sell our goods to major markets diminishes, we're having to make long-term business decisions that could affect our farms for generations," Casey Guernsey, a seventh-generation farmer and AFF spokesman, said.

Many family farmers are canceling new projects, selling their equipment and livestock, and even thinking about closing their operations entirely, he said.

"With farm income down more than 50 percent over the past five years, what we need now more than ever is the ability to sell our home-grown products around the globe," he said.

Farmers for Free Trade said while trade issues need to be addressed, tariffs aren't the answer.

This escalation will continue to squeeze American businesses with higher input costs and American farmers with decreasing commodity values, Jonathan Gold, a spokesman for FFT's Tariffs Hurt the Heartland initiative, said.

"Our goal is to get the administration to end the trade war and return to creating opportunity through trade for American businesses, farmers and workers," he said.

Treasured Sunrise Acres dairy goes goat-only

By BRAD CARLSON
Capital Press

Treasured Sunrise Acres, since late April a solely goat-sourced dairy after selling its Jersey cows, is growing its revenue — from milk and from a non-GMO feed grain venture.

The Parma, Idaho, business sells goat milk and its own formulation of feed. Milk and feed segments continue to grow strongly, largely on consumers' increased interest in healthy foods, owner Debra Jantzi said.

"The grain business was started last year, in the summer, and after we sold the cows, we had time to devote to it," she said. "So it started really expanding."

The feed mix is consumed by the goats on-site or sold to small-scale owners of animals and chickens, and to breeders. The business is building a larger grain mixer.

Annual revenue from goat milk increased each year since the business was certified to sell raw milk in 2010, Jantzi said. "And we are seeing a huge expansion in goat-milk demand."

More consumers buy goat's milk for health reasons lately, including some who are allergic to cow's milk, she said. "It is a very broad

customer base that buys goat milk in Idaho."

Jantzi and her nine children founded Treasured Sunrise Acres. Expansion has been a consistent theme.

Before they sold about eight Jersey milking cows and seven replacement heifers earlier this year, they were raising additional replacement goats. Recently they have been grazing 158 goats. In mid-September, with kidding in full swing — the business sells some of its baby goats — headcount was around 170.

Treasured Sunrise has plenty of room to expand the goat herd and will do so as demand warrants, Jantzi said. The business offers raw and pasteurized goat milk.

The Jantzis started the business on a leased Fruitland site of six acres but soon moved to 53 irrigated acres off U.S. 95 in Parma. There, they increased the barn's square footage by around 50 percent, adding milk processing and storage areas as well as an office. Outside, they added pasture, fencing and other improvements.

Jantzi took out two USDA Farm Service Agency loans, one for the property purchase and the other for improvements. Financing totaled \$300,000.

Ag labor bill sits in wings

By DAN WHEAT
Capital Press

An agricultural labor bill that divided agricultural groups and failed to get a vote in the U.S. House in July, may not receive a vote before the end of the year.

The Ag and Legal Workforce Act, HR 6417, would replace the H-2A-visa guest-worker program with a less costly H-2C program but would impose mandatory E-verify (electronic verification of employment eligibility) and require illegal immigrants currently in the U.S. to leave the country, get H-2C visas and come back in on the visa.

"The House is in recess this week, back next week and the bill is not on the calendar for a vote next week," said Michael Marsh, president and CEO of National Council for Agricultural Employers in Washington, D.C. The council is neutral on the bill and seeking to improve it.

House leadership will determine if there are enough votes to pass the bill in the few weeks of lame duck session after the Nov. 6 congressional election, Marsh said. Proponents hoped to have 180 sponsors by Labor Day and have 110, he said. There's no companion bill in the Senate, the bill needs 60 votes to pass the Senate and "my guess is that it's probably a non-starter" there because it contains mandatory E-verify and no fix for DACA (Deferred Action for Childhood Arrivals),



Capital Press File

Farmworkers harvest wine grapes in a vineyard near Caldwell, Idaho. A U.S. House bill to address farm labor shortages remains in doubt after failing to get a vote in July.

Marsh said.

In July, Western Growers Association, Irvine, Calif., and the California Farm Bureau Federation lobbied strongly against HR 6417, saying E-verify could devastate California's ag labor workforce without better transition to legal status for the 50 to 70 percent of illegal immigrant workers. California has more ag workers than any other state and the most labor-intensive crops.

Since July, NCAE, U.S. Apple Association, National Council of Farmer Cooperatives, Western Growers and CFBF have been working with House Judiciary Committee

staff to improve the bill, Marsh said.

Discussions continue to find a better transition to legal status and reduce or eliminate a cap on the number of H-2C workers allowed, he said.

Progress has been made with two studies pegging the number of farmworkers in the U.S. at 2.5 million to 2.7 million, he said. That helps identify the scope of the problem and the need for a transition to legal status that doesn't threaten the workforce, he said.

"We are not currently working to improve the bill. We have made numerous attempts to improve the bill throughout the process, without success,"

said Cory Lunde, Western Growers spokesman. "We don't foresee a scenario where the bill moves anytime soon."

Dave Kranz, CFBF spokesman, said the federation continues to talk with California members of Congress and the Judiciary Committee on improvements but hasn't seen much regarding workforce transition to legal status. There might be an attempt to vote on the bill after the election, he said.

The American Farm Bureau Federation, the Washington farm labor association WAFLA and more than 200 agricultural groups support the bill.

\$1M donation goes to new WSU pollinator center

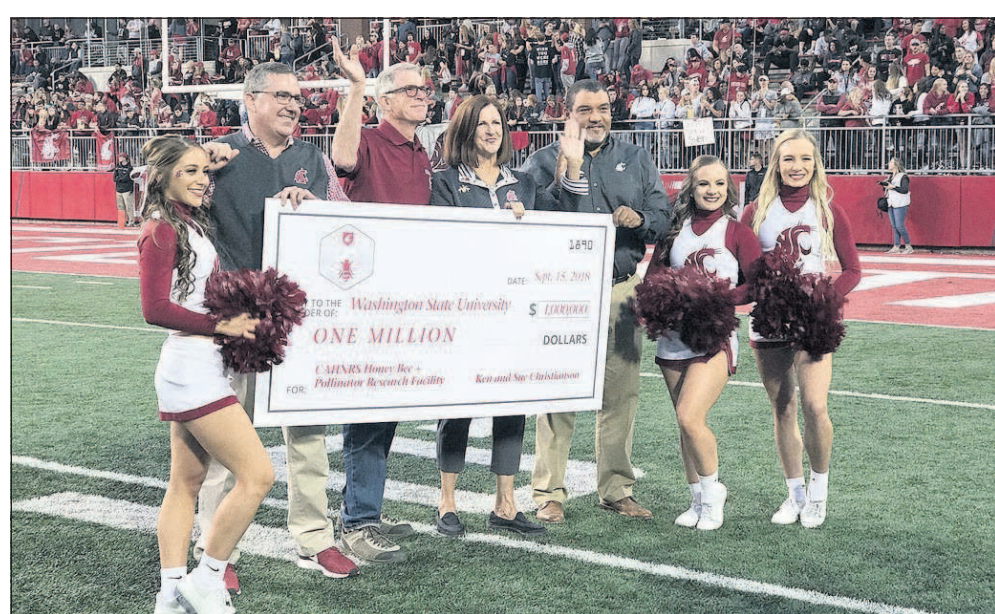
Two alumni have donated \$1 million toward Washington State University's goal of establishing a pollinator center.

Ken and Sue Christianson's donation will help build the WSU Honey Bee and Pollinator Research Facility on the campus in Pullman.

"A large proportion of seed crops rely on bees for pollination," retired seed grower Ken Christianson stated in a press release. "The WSU bee program really resonated with both my wife and I because the work they do is so essential to the future of agriculture."

The university is raising \$15 million for the 15,330-square-foot facility, including demonstration gardens and a rain garden. Visitors will be able to watch WSU bees and researchers working.

"It's really gratifying that the Christiansons see and understand the pioneering work that we are conducting," WSU entomology professor Steve Sheppard, head of the WSU bee program, said. "When we are able to build this facility, we will greatly increase our capacity to conduct research



WSU

Washington State University President Kirk Schulz, retired seed growers Ken and Sue Christianson and College of Agricultural, Human and Natural Resource Sciences Dean André-Denis Wright celebrate the Christiansons' \$1 million donation toward establishing a pollinator research center at a recent football game.

on honeybees and other pollinators at WSU."

"The world's food supply is in grave danger without a healthy pollinator population and we need the center to help save bees around the world," André-Denis

Wright, dean of WSU's College of Agricultural, Human and Natural Resource Sciences, said. "Once constructed, this state-of-the-art facility will enable WSU's excellent pollinator research program to be on the lead-

ing edge of innovation and discovery in a field of study that affected everybody around the globe."

The Christiansons are WSU alumni. He has an agronomy degree and she has a food science degree.

Hazelnut industry aims to inspire culinary uses

By MATEUSZ PERKOWSKI
Capital Press

Representatives of food manufacturers and food service companies recently attended a tour of Oregon's hazelnut industry intended to inspire new culinary uses for the crop.

The Sept. 13 tour was organized by the Oregon Hazelnut Marketing Board and included stops at a hazelnut orchard and a processing plant, followed by a hazelnut cooking session at Oregon State University's Food Innovation Center in Portland.

The ultimate goal is to have consumers encounter more hazelnuts in new contexts, hopefully driving consumption of the staple Oregon crop, whose production is expected rise significantly in coming years, said Patrick Gabrish, vice president of sales and marketing for the Hazelnut Growers of Oregon cooperative.

"If you enjoy the product in one format, you're more likely to enjoy it in more formats," Gabrish said.

Oregon is the country's top hazelnut producer, with about 70,000 acres of orchards in the ground and thousands



Mateusz Perkowski/Capital Press

Naomi Inman, left, public relations director for the Northwest Hazelnut Co., joins other participants in cooking with hazelnuts at Oregon State University's Food Innovation Center in Portland. Food manufacturers and food service companies recently toured Oregon's hazelnut industry, including an orchard and processing plant.

more planted each year. Much of that acreage isn't yet of bearing age, which means the industry is anticipating tremendous growth.

China, which has traditionally consumed roughly 60 percent of Oregon's crop, can't absorb all the new production and so the industry needs to create a stable domestic market, Gabrish said.

With so many of Oregon's hazelnuts going overseas, the

industry hasn't had the opportunity to familiarize U.S. consumers with new uses for the crop as it will in the next few years, he said.

Fortunately, modern chefs and food makers aren't as constrained by what distributors provide as they were in years past — they come from a generation that's accustomed to doing its own research and tracking down ingredients, Gabrish said.

Part of the solution will fall to processors, who must provide hazelnut ingredients in packages that are well suited to individual companies, he said. For example, restaurants won't want the industrial-scale pails of hazelnut butter that manufacturers use.

Consumers often see hazelnuts in confectionery goods, but one new product developed by the Northwest Hazelnut Co. takes the crop in a different direction.

The processor teamed up with Esotico, an artisan food company in Silverton, Ore., to create a hazelnut pasta based on Italian recipes.

Esotico has sold the pasta at farmers' markets and it's attracting new customers, which will hopefully inspire others to find innovative uses for hazelnuts, said Naomi Inman, public relations director for the Northwest Hazelnut Co.

Aside from imparting a unique flavor, the hazelnuts boost the pasta's protein content to 11 grams per serving, she said.

"We're hoping other manufacturers — especially large ones — catch on to savory uses for hazelnuts," Inman said.