

NEWS BULLETIN

Iowa Seed Association Hires New Lobbying Team

The Iowa Seed Association has hired a new lobbying team to represent the interests of Iowa's seed industry at the Capitol.



*Adam Gregg, ISA
Lead Lobbyist*

Adam Gregg will be leading the team from BrownWinick Attorneys at Law. Gregg represents several other agriculture organizations on the hill, and has a successful track record of passing and/or blocking legislation that affects Iowa's ag industry.

Gregg is an associate attorney with BrownWinick. Gregg brings extensive political experience to BrownWinick's lobbying practice group. In addition to representing a wide variety of businesses and trade associations before government bodies, Gregg's practice includes a focus on campaign finance and election law and he has been involved in a number of state and federal political campaigns. In his practice, Gregg has represented candidates in recount scenarios and election-related litigation, served as legal counsel to a Congressional campaign, and organized election day legal operations. He also has work experience with the Iowa Ethics and Campaign Disclosure Board and serves as a member of the Executive Committee of the Free Speech and Election Law Practice Group of the national Federalist Society. Gregg also completed internships in Washington with the U.S. Department of Defense and U.S. Congressman Steve King. While studying abroad in London, Gregg served as a legis-

lative assistant and campaign staff to Cheryl Gillan, member of the United Kingdom Parliament.

Gregg graduated, *summa cum laude*, from Central College in 2006, receiving his B.A. in Political Science and History. While at Central College, Gregg was twice honored as the school's top political science student. Gregg received his J.D. in 2009, *with high honors*, from Drake University. At Drake Law School, Gregg was a recipient of the Dwight D. Opperman Scholarship. He was also chosen by the faculty to receive the William and Ellen Cooney Hoyer Award, given annually to the graduating student who "demonstrates the greatest promise as an advocate, a public servant and practitioner," and who "has demonstrated not only academic promise, but also leadership ability, the speaking and writing skills of an effective advocate, and a commitment to public service and Drake Law School." Gregg was chosen as an Iowa Supreme Court Scholar and in that capacity conducted legal research in the area of election law with Justice Mark S. Cady. Additionally, Gregg clerked for U.S. Magistrate Judge Celeste F. Bremer through Drake's Honors Judicial Internship program. Gregg is a member of the Iowa State Bar Association, and he was admitted to the Iowa bar in 2009.

Marc Beltrame will also represent the Iowa Seed Association on the hill. Marc received his B.A. degree, *with honors*, from the University of Iowa. He also received his J.D. from the University of Iowa where he served as Managing Editor of the *Iowa Law Review*. He was admitted to the Iowa bar in 2000.

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ISA Annual Dues

The Iowa Seed Association recently mailed dues for the 2012 fiscal year. Your continued support of the association is the key to ensuring that the ISA remains one of the premier state seed associations in the nation.

Your association is busy working on many important issues on your behalf. The ISA Board continues to focus on legislative issues as a primary area of importance. We monitor legislation and policy that has a direct impact on your seed business including fees, permits, and contracting.

Please take a moment to review the data verification sheet(s), make any necessary changes, and return with your dues to the ISA office.

If you have any questions or need another dues statement mailed, please contact the ISA office at 515.262.8323.

ISA Board of Directors Nominations

The Iowa Seed Association is now accepting nominations for open seats on the Board of Directors.

ISA Board members serve a three year term and meet quarterly—typically in Des Moines. Serving on the ISA Board of Directors is an opportunity for you to lead one of the premier state seed associations in nation.

If you are interested in serving on the ISA Board of Directors or know someone who would be an asset to the Board, please send a brief bio to Joan O'Brien at joano@agribiz.org by November 7, 2011.

If you have any questions, please contact the ISA office at 515.262.8323.

Iowa Seed Association Partnering with the Agribusiness Showcase & Conference for Annual Meeting

The Iowa Seed Association's (ISA) 109th Annual Convention will be held in conjunction with the 2012 Agribusiness Showcase & Conference, February 7-8, at the Varied Industries Building on the Iowa State Fairgrounds in Des Moines, Iowa. Partnering with the Agribusiness Showcase & Conference will allow ISA to expand the education and networking opportunities available at our Annual Convention.

The Agribusiness Showcase & Conference is about giving agribusiness as a whole, vendors, and attendees the opportunity to explore the innovative tools they need to grow their business, now and into the future. During the 2011 showcase and conference nationally renowned speakers presented, more than 1,000 ag professionals attended, and the nation's largest indoor field-day was held, filling the Varied Industries Building. Through the Iowa Seed Association's partnership with the Agribusiness Showcase & Conference, ISA members will have the opportunity to attend a wider variety of workshops and network with all facets of the ag industry.

A Seed Forum is will once again be held during all of the events at the 2012 Agribusiness Showcase & Conference. The Seed Forum will have workshops dedicated solely to information pertinent to the seed industry. The Seed Forum will be held on February 8, 2012.



AGRIBUSINESS Showcase & Conference

Leading a Growing Industry

Save the Date

February 7-8, 2012

Varied Industries Building

Iowa State Fairgrounds Des Moines, Iowa

ISA members can also exhibit at the Agribusiness Showcase & Conference at the discounted member

rate. With more than 1,200 attendees expected and the forum dedicated solely to the seed industry, this is an event your company won't want to miss! If you would like to reserve one or more booths for your company, please contact the AAI office at 515.262.8323 or email Joan O'Brien at joano@agribiz.org for an exhibitor pro-

spectus.

ISA members and exhibitors are also encouraged to attend the Agribusiness Showcase & Conference's All Industry Reception on the evening of Tuesday, February 7, 2012. Attendees, speakers, and exhibitors will all meet and network on the Showcase floor inside the Varied Industries and celebrate agriculture's value to Iowa and the nation!

For additional information, please go to: www.agribizshowcase.com. An attendee registration form will be available soon. If you have any questions, please call the ISA/AAI office at 515.262.8323 or 800.383.1682.

Grants to Support Small Business Exports

The aim of the State Trade and Export Promotion Program (STEP) initiative is to increase the number of small businesses that are exporting and increase the value of exports for those small businesses that are currently exporting. These goals build on the President's National Export Initiative which is working to double U.S. exports and give America a stronger competitive edge in the global market.

STEP is a 3-year pilot trade and export initiative authorized by the Small Business Jobs Act of 2010. Funded by federal grants and matching funds from the states. Iowa received \$370, 258 in STEP grants.

The Iowa Department of Economic Development received the funding and has established a project that will provide support for the unique needs of small businesses, rural located businesses and businesses owned and/or led by persons who historically have been under-represented in the community of owner/exporters.

For additional information on Iowa's STEP grants and to apply for funding, contact Kathy Hill, Manager of International Trade, at 515.725.3141 or via email at: Kathy.hill@iowa.gov.

How STEP Grants Will Help Small Businesses

The STEP grants will help provide:

- support for small business participation in foreign trade missions and foreign market sales trips;
- subscription to services by the Department of Commerce;
- website translation fees;
- design of international marketing media;
- trade show exhibitions;
- participation in training workshops; and
- other export initiatives determined to be appropriate by the SBA.



ASTA Pushes EPA to Allow the Continued use of Sulfuryl Fluoride as a Fumigant

The American Seed Trade Association (ASTA) along with a coalition of other groups submitted comments to the U.S. Environmental Protection Agency (EPA) highlighting the importance of keeping sulfuryl fluoride as a viable means to control pests.

EPA's proposal eliminates any tolerances for grain found to have sulfuryl fluoride residue due to the threat posed to teeth and bones caused by aggregate exposure to fluoride.

"We understand the concerns behind this proposal, but the use of heat, a disinfection method that EPA endorses, is not an adequate pest control strategy for the seed industry," says Leslie Cahill, ASTA vice president of government affairs. "When seed is exposed to extreme heat, it along with the pests die."

Sulfuryl fluoride is one of only two fumigants the seed industry can use to control pests in seed conditioning plants and warehouses, as well as in packages of seed prior to shipment.

"Stored product pest control in seed is a critical process for our members, but other methods such as methyl bromide or heat treatments just aren't practical because of issues related to seed damage, human safety, environmental impact, cost and treatment time," Cahill explains.

Sulfuryl fluoride and cylinderized phosphine are used as fumigants to control insects in seed storage facilities; however, sulfuryl fluoride penetrates more quickly than cylinderized phosphine and controls all life stages of insect pests with no documented resistance; requires a shorter exposure time; and is non-corrosive and does not damage equipment, electronics or metal structures when properly used.

Cahill says that seed companies sometimes send excess seed

and screenings from seed conditioning facilities to feedlots or elevators.

"Eliminating these tolerances will negatively affect the seed industry," Cahill says. "This means any corn, sorghum or other commodity exposed directly or indirectly to sulfuryl fluoride fumigation will have to be destroyed."

Companies routinely discard hundreds and thousands of bushels of corn seed each year that have been exposed to sulfuryl fluoride fumigants, but not treated with other pesticides or dyes, she says.

Cahill gives the example that one ASTA member annually discards 500,000 bushels of corn seed that has been exposed to sulfuryl fluoride. At \$7 per bushel, the value of the discarded seed is \$3.5 million per year.

"If that producer is not able to channel that product into the food/feed stream because of the eliminated tolerance, then that producer would incur an additional expense of \$.60 per bushel or \$300,000 per year just to get rid of the seed."

If EPA's proposal goes through and the tolerance is eliminated, the seed industry will be left with only one option for controlling insect pests in seed and seed storage structures – cylinderized phosphine.

"Should this happen, seed producers will incur slower fumigation cycles, delayed shipments and increased phytosanitary compliance challenges due to the likelihood of phosphine-resistant insects becoming more prevalent," Cahill says. "These challenges and burdens are more significant than any of the benefits accrued from eliminating fluoride residues in grain entering the food and feed chain."

Labor Department Proposes to Ban Youth from Engaging in Certain Types of Agricultural Work

Saying that "children employed in agriculture are some of the most vulnerable workers in America," Labor Secretary Hilda Solis is proposing substantial revisions to the department's child labor regulations to ban youth under certain ages from engaging in specific types of work at off-farm agricultural business, as well as on farms not owned or operated by their parents.

Among other things, the U.S. Labor Department is proposing to establish a new hazardous occupation order that would prevent youth less than 18 years of age from being employed in the storing, marketing and transportation of farm product raw materials. Prohibited places and types of employment would include grain elevators, grain bins, silos, feedlots, stockyards, livestock exchanges, and livestock auctions.

The proposed rule would also prohibit youth younger than 18 from agricultural work involving animals, and in storage bins, pesticide-handling, timber operations and manure pits. Farm workers less than 16 would generally be banned from operating almost all

power-driven equipment. The proposal would also prohibit all youth – whether employed by agricultural or non-agricultural operations – from using electronic (including communication) devices when operating power-driven equipment.

The proposed rule, on which comments are sought by November 1, would revise the civil monetary penalty regulations to incorporate the processes the Wage and Hour Division uses to determine whether to impose a child labor fine and the amount of the penalty. The Labor Department's 50-page proposal was issued under the Fair Labor Standards Act. The agency stressed that the proposal would not alter the statute's so-called "parental exemption" involving children working on farms owned or operated by their parents.

A copy of the proposal can be found at: www.gpo.gov/fdsys/pkg/FR-2011-09-02/pdf/2011-21924.pdf.



Seed Industry Demonstrates That Coexistence is not Only Possible, but Necessary

Increased awareness about the need for coexistence among different agricultural technologies and practices spurred the American Seed Trade Association (ASTA) to develop three resources demonstrating that coexistence is possible and necessary to meet different market demands.

These resources include a paper, "Existing U.S. Seed Industry Production Practices that Address Coexistence," ASTA's principles about the practice of coexistence in the seed industry and a Guide to Seed Quality Management, which are all available online at: www.amseed.org/news_Coexistence.asp.

The principles document articulates how the seed industry has historically practiced coexistence and these practices in their current context. It also cites specific examples where those tools have been effectively used within the industry.

"Pulling together these resources has been a priority for ASTA during the past year," says Andy LaVigne, ASTA president and chief executive officer. "The seed industry has been practicing coexistence for many years and with the changing agricultural landscape, the necessity for cooperation between producers of varying production methods within close proximity continues to rise.

"It's important the agriculture community understands that there are mechanisms being used to help foster coexistence, helping each farmer – no matter the production method – get the most value out of their chosen crop."

Coexistence, as defined by ASTA, is the practice of growing, reproducing and handling seed products with different characteristics or intended markets with the goal of successfully achieving intended product integrity and maintaining the economic value of such products.

"This essentially means that a producer can choose to grow a crop using a specific method for a specific market and is confident product integrity will be maintained and it will meet standards for the intended market," says Bernice Slutsky, ASTA vice president of science and international affairs. "Having markets drive what farmers produce and how they utilize those products and how they steward those products is not new."

Some of the tools used by the seed industry, which are outlined in the paper, include standards set by the Association of Seed Certifying Agencies and the Organisation for Economic Co-operation and Development (OECD) Seed Schemes, best management practices on the seed production and systems management side, contracting, pinning, communication and cooperation.

"Historically if you are developing or commercializing a value-added product, it's your responsibility to maintain its value through the production process," Slutsky says. "This is normally done through an identity preservation system. Seed is one of the most highly identity preserved products on the market, because the integrity of seed needs to be very high so that farmers get the products they want."

Slutsky also says it's important to recognize that seed producers and growers are dealing with biological systems and some market expectations do not take this into account.

"Inherent in most quality standards is the fact that we are dealing with biological systems and there is no 100 percent or 0 percent in biological systems," she says.

The principles document was reviewed by ASTA's Organic Seed, Biotechnology and Stewardship committees in addition to the five ASTA divisions.



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Iowa Seed Association Reminders & Upcoming Events

- Seed Quality Workshops Offered at the Seed Science Center - Ames, IA. For more information on the Seed Science Center workshops, contact Connie Sandve at 515.294.6821 or via email at: csandve@iastate.edu.
- ASTA CSS 2011 & Seed Expo, December 6-9, 2011, Hyatt Regency, Chicago, IL
- Agribusiness Showcase & Conference, February 7-8, 2012, Varied Industries Building, Des Moines, IA
- ISA Annual Meeting & Seed Forum, February 8, 2012, Varied Industries Building, Des Moines, IA