

FINAL MINUTES
Virginia Corn Board
Providence Forge, VA
December 6, 2016

Call To Order

Chairman Crossman called the meeting to order at 9:03 a.m. and thanked the group for their service to the Virginia Corn Industry and for taking their time to attend the meeting.

Board Members Present

William C. Crossman, *Chairman*
L. Hayden Eicher, *Vice Chairman*
Wallick Harding
Virginia P. Barnes
Heath Bray
Phil Hickman, Program Director

G. Henry Goodrich
Charles D. McGhee
Wesley S. Marshall

Board Members Absent

David Coleman
E. Philip Hickman

Guests

Dr. Wade Thomason
Ms. Katie Hellebush
Mr. Ben Rowe
Mr. Cary Sifferath

Area Reports

Each member reported on the 2016 corn crop conditions and outcome in their respective area of the Commonwealth. Board members reported that the 2016 corn crop ran the gamut with some areas harvesting a crop that was below average while others enjoyed a very good crop.

Reading and Approval of Minutes

Henry Goodrich moved and Wesley Marshall seconded a motion for the Board to dispense with the reading of the February 9, 2016 minutes and to approve them as presented. Motion passed.

Financial Report

Phil Hickman presented the Financial Statement that reflected revenues and expenditures from July 1, 2016 – December 1, 2016. The financial report showed that on December 1st there was a total balance of \$759,744.45 which included \$1,776.24 in interest and the Board had expended \$287,250.63 this fiscal year with \$48,540.37 outstanding for FY 2016-17 projects; \$150,000 in reserve and \$273,953.45 available for

allocation to new projects. Hayden Eicher moved and Wallick Harding seconded a motion for the Board to accept the financial report as presented. Motion passed.

Virginia Farm Business Development Program

Ms. Maggie Longest from VDACS provided an overview of the newly created Virginia Farm Business Development Program. She indicated that the program will reimburse the costs of planning for the future for farms, forestry and agribusiness. She covered who is eligible, what the grant will cover and how to apply. Ms. Longest asked the Board members to spread the word about the new program.

Virginia Tech Research Update

Dr. Wade Thomason reported on his 2016 activities as Virginia's Grain Specialist. The main topic he reported on was the merger of 3 academic departments in the College of Agriculture's Crop & Soil Environmental Sciences Department into one. He reported that this process would probably take several years to complete and Eric Irving moved up to be the interim Administrator. He also indicated that the other researchers were busy compiling their data that was generated during the 2016 season. Dr. Thomason indicated that because of the budget situation, that Virginia Tech is offering early retirements which will create a problem with the retirement of the older agents as 58% of the agents have 6 years or less experience.

Virginia Grain Producers Association

Katie Hellebush and Ben Rowe reported on the activities of the Virginia Grain Producers Association. Some of the topics discussed were Ag In the Classroom, State Fair of Virginia, 2016 Virginia Agriculture Magazine, Conference Participation, 2016 Export Exchange, USDA Biofuels Infrastructure Project (BIP) Grant, Radio Ads, Renewable Fuels Standard (Ethanol), Membership, Annual Conference, Ag Expo, Golf Tournament, and Government Relations.

National Corn Growers Association Report

Katie Hellebush commented on some of the organization's recent activities and some of the topics discussed were her attendance at the NCGA State Executives Meeting in Amarillo, Texas, Strategic Planning, Grass Roots Efforts, Co-Branding, Growing Membership, Action Teams, Utilization, Research, Technology, Mergers and Atrazine.

U.S. Grains Council Report

Sparky Crossman and Hayden Eicher commented on the activities of the U.S. Grains Council. Sparky indicated that the 2016 theme was "trade" and he passed out buttons that say "When Trade Works The World Wins" and "Exports Matter". Hayden indicated that he believes that the U.S. Grains Council Staff is very focused on their jobs to improve grain exports. Cary Sifferath from the Washington Office of the U.S. Grains Council made a nice presentation to the Board. Cary indicated that he had been with

the Council for 23 years. Some of the topics discussed were corn exports and sales up by 88%, Brazil's stocks are low due to a drought, a very large U.S. corn crop, pushes in nontraditional markets, the Corn Export Exchange was a success as there were 200 international customers from 31 countries which cost \$325,000 to execute, Ethanol marketing programs, Green Plains active player at the Council, Chinese Anti-Dumping Case, and 2018 Farm Bill.

Annual Report

Phil Hickman presented and distributed the Virginia Corn Board Annual Report that had been written for fiscal year 2015-16 and indicated that the report had been submitted to the Commissioner of Agriculture's office for publication of the VDACS website. Chuck McGhee moved and Wesley Marshall seconded a motion for the Board to accept the report as presented. Motion passed.

Financial Disclosure Statements

Phil Hickman made the Board aware of their responsibility to complete their Financial Disclosure Statement. He explained to the group that they will be sent an e-mail with instructions for completing the form online. He explained the critical importance of them completing the statement.

Nomination & Election of Officers For 2017

Chairman

The floor was opened for Chairman Nominations. Wallick Harding nominated Sparky Crossman to serve as the Board's Chairman during the year 2017. Hayden Eicher seconded the nomination and moved for the nominations to be closed and Sparky Crossman to be elected by acclamation. Motion passed.

Vice Chairman

The floor was opened for Vice Chairman Nominations. Wallick Harding nominated Hayden Eicher to serve as the Board's Vice Chairman during the year 2017. Ginny Barnes seconded the nomination and moved for the nominations to be closed and Hayden Eicher to be elected by acclamation. Motion passed.

U.S. Grains Council – Representatives

The floor was opened for the nomination of two U.S. Grains Council representatives to represent the Virginia Corn Board on the U.S. Grains Council during the year 2017. Chuck McGhee nominated Sparky Crossman and Hayden Eicher to serve as the Board's representative to the U.S. Grains Council during the year 2017. Wesley Marshall seconded the nomination and moved for the nominations to be closed and Sparky Crossman and Hayden Eicher to be elected by acclamation. Motion passed. Hayden Eicher nominated Ginny Barnes to serve as the Board's Alternate

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representative to the U.S. Grains Council during 2017. Wallick Harding seconded the nomination and moved for the nomination to be closed and Ginny Barnes to be elected as alternate by acclamation. Motion passed.

Next Meeting

The Board will hold its next annual funding meeting on Tuesday February 7, 2017 at the Richmond Airport Hotel in Sandston, Virginia.

Public Comment

Chairman Crossman asked for public comment. There was none.

Adjournment

There being no further business, the meeting was adjourned.

Respectfully submitted,

Philip T. Hickman, Secretary

These minutes have been approved as written.

William C. Crossman, Chairman