

FWAA Invests in Their Members

“They Need You Now More Than Ever Before”

The 2019 year is lining up to be a challenging year and how better to get your employees and staff tuned up than having them attend the December conference and hear the keynote luncheon address from Greg Martinelli from Ag Sales Professionals, St. Louis, MI.



**Greg Martinelli, 2018 FWAA Winter Conference
Keynote Luncheon Speaker**

As an audience member, you will learn how to change your view and your customers view of today’s agricultural economy. You will learn four steps toward understanding the problem, seven methods to differentiate yourself and to help your customer. You’ll learn to recognize your unique role to your customer as a trusted advisor and a better approach. Attendees will walk away with a clear advantage by having more technical tools available to them and able to provide their customers with an improved path forward.

Martinelli has been in his profession for 26 years, coaching sales professionals and managers across the US. In response to our past conference surveys, we have secured Greg for a stimulating and insightful discussion. Make certain you and your team attend and get registered today while you still can. Go to www.fwaa.org and click on “events”.

- Jim Fitzgerald

It’s Not Too Late!

**December and January Exhibitor Booths
are still available, as well as January Conference
Sponsorships**

**Contact Errin at admin@fwaa.org or
(509) 465-5055 for more details**

The 2019 Legislative Session Approaches

Prospective Bills are beginning to arrive for our review from Oregon and Washington states. One such bill from Washington State is a redraft of [SSB 6521 from 2009-10](#) which pertains to the impact of the loss of farmland in the state due to development and conversion. The bill would impose an Agricultural Impact Statement (AIS) before acquiring any interest in real property. To review the one-pager you may click [here](#). To review the actual proposed draft Bill language, you may click [here](#).

The bill sponsor is Representative Mia Su-Ling Gregerson, from the 33rd District. You may share your comments with us at FWAA through admin@fwaa.org or you may do so directly with Representative Gregerson’s legislative assistant Daniel Lugo at Daniel.Lugo@leg.wa.gov

A stakeholder meeting has been scheduled for December 12th which conflicts with the FWAA December conference. We will rely upon our partners to help us remain informed.

-Jim Fitzgerald

An Important Reminder Regarding Ammonium Sulfate

A Hot Topic, FWAA’s call to action, was sent out on November 20th to all members and partners regarding the December 10th, 2018 Stakeholder’s meeting with the Washington State Department of Ecology to discuss our petition to remove Ammonium Sulfate from the state’s Toxic Air Pollutant list. It is extremely important for our industry to have a very large turnout so please make certain as many people as possible are in attendance. To access the Hot Topic publication with links to the time, place and resources, click [here](#).

-Jim Fitzgerald

It’s Time for the ASMARK Institute End of Year Reviews

ASMARK site reviews are underway and must be completed no later than December 31st, 2018. If you are a subscriber and have not already scheduled a review, please contact the FWAA office to do so ASAP. If you’re interested in hearing more about the ASMARK program and what it can do for you contact the FWAA office by calling 509-465-5055 or email us at admin@fwaa.org

Membership Renewals

It's time to renew your 2019 membership with Far West Agribusiness Association. Invoices have been sent with last year's dues amount however, Industry member's rate depends upon the most recent years gross sales within the five-state region of Washington, Oregon, Idaho, Utah and Nevada. Please make certain you review that information before you remit. Also, please remember to return the signed membership form so we have the voting member on record. We thank those who contributed last year and ask that you please continue your support for 2019. By working together as an industry, Far West will fight unfavorable legislation that adversely affects your ability to do business. We will work with regulators to ensure that the requirements we work within are reasonable and workable. We will continue to provide and expand our high-quality industry related training that keeps your people safe, fulfills your training requirements, and saves you money in the long run.

If you have any questions regarding filling out your membership form, please contact at the FWAA office at 509-465-5055 or email admin@fwaa.org Membership renewal forms can be found on our website [here](#).

- Mark Swearingen

Upcoming Training Dates Ag Chem Spill Response

January 22-23, 2019 - 24 Hour Initial Training*
Red Lion, Pasco Washington

January 24, 2019 - 8 Hour Refresher Training
Red Lion, Pasco Washington

January 25, 2019 - Safe Handling of Ammonia Training
Red Lion, Pasco Washington

Click [here](#) for more information

The FWAA PAC makes a difference in our industry!
Help us continue our work by making a donation to our conference PAC auctions

Click [here](#) for 2018 Form

Click [here](#) for 2019 Form

Lights! Camera! Auction!

FWAA PAC AUCTION

December 11th, 2018
5:30 p.m.
Great Hall
Three Rivers Convention Center
Kennewick, Washington

Sponsored by: **CHS**

Silent & Live Auction Items

Drinks! ★ Food! ★ Fun!

KICK UP YOUR HEELS FOR A GREAT CAUSE!

FWAA PAC AUCTION

January 9th, 2019 5:30 pm
Turf Club - Twin Falls, ID

DRINKS! ★ FOOD! ★ FUN!

Silent & Live Auction Items

Gale Harding, Auctioneer