



The Chestnut Grower

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Summer 2011

Missouri Welcomes CGA Members for Annual Meeting

by Paige Pritchard, Information Specialist Intern, The Center for Agroforestry

The Chestnut Growers of America recently held this year's annual meeting along the Mississippi River. Attendees came from across the U.S. and enjoyed a variety of educational and social activities.



Wayne Lovelace discusses his innovative Root Production Method® (RPM) after lunch at Forrest Keeling Nursery during the CGA Annual Meeting.

Friday, June 24th – Historic Grimshaw Home

Event locations ranged from the banks of the Mississippi River to the historic former residence of William Grimshaw in Pittsfield, IL, a home that once hosted Abraham Lincoln as a guest. Although CGA members weren't sporting any stove-pipe hats at the Friday-night welcome party, they were welcomed just as warmly by Fred and Pam Grote, who have restored the home to the original splendor of its construction back in 1847. CGA members took the opportunity to catch up with each other during the welcome party as well as enjoy a dinner menu complete with chestnut-crusted pork loin, chestnut wine and chestnut cheesecake. The Urban Chestnut Brewing Company of St. Louis was even gracious enough to donate a supply of their Wingnut beer, which they make using chestnut flour. Beautiful weather, good food and even better company made the night an altogether enjoyable and relaxing opening event for the weekend.

Break-even Pricing, Revenue and Units

Joe Parcell, Nancy Giddens and Melven Brees, MU Department of Agricultural Economics

This publication presents a method for determining the break-even price, revenue and unit sales of value added agricultural products. Although this method can be applied to any product, this publication is developed from the perspective of a producer in a post-farmgate business.
(*cont. on page 4*)

Saturday, June 25th – Elsberry Plant Material Center

CGA members gathered at the Elsberry Plant Material Center (PMC) classroom Saturday morning to eat breakfast and watch a variety of presentations covering the state of the chestnut industry. (*cont. on page 7*)

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A Message from the President

MIKE GOLD
THE CENTER FOR AGROFORESTRY
UNIVERSITY OF MISSOURI

Fellow chestnut growers, we had an excellent meeting crisscrossing the mighty Mississippi River during our recent CGA annual meeting. Our hosts, Dale and Linda Black (Chestnut Ridge of Pike County) along with Wayne Lovelace and Kim Young (Forrest Keeling Nursery) did an outstanding job organizing our meeting. Ron Cordsiemon, manager of the USDA NRCS Plant Materials Center at Elsberry, generously provided an excellent facility for our Saturday morning program. Those who attended the informal Friday night gathering at the historic Grimshaw home in Pittsfield, Illinois, shared good conversation, were provided a glimpse of the world at the time of Abraham Lincoln, ate great chestnut-themed food and enjoyed locally brewed chestnut beer from the St. Louis based Urban Chestnut Brewing Company.

Our Saturday morning meeting and discussion was packed with good information, so much so that the program ran over time. Since we only meet as a national group once a year, lots of questions and discussion always occur and it is hard to keep on schedule since the real purpose of these meeting is to share information among members. One of the Saturday morning discussion items regarded pricing chestnuts. Our annual CGA member survey identified a wide range of prices that our chestnuts sell for. To provide some guidance on pricing strategies we have reproduced an extension guide developed at MU entitled "Break-Even Pricing, Revenue and Units". In a subsequent issue of The Chestnut Grower we will include a follow up extension guide entitled "Selecting an Appropriate Pricing Strategy".

Best wishes for a heavy, top quality 2011 chestnut crop and a successful harvest season. By the time our next issue is in your hands, harvest will just about be completed and marketing and sales will be in full swing.

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Full page, camera ready (w/1 photo) . \$20.00
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One classified ad per member per year is free (max. 6 lines, \$2.50 ea. add'l 6 lines). Ad space may be reserved with full payment but must meet established deadlines. For more information and specifications, contact Michelle Hall at (573) 882-9866 or hallmich@missouri.edu.



The Center for Agroforestry
University of Missouri

PUBLICATION DEADLINES

Fall issue deadline 9/15 mailed 10/15
Winter issue deadline 12/15 mailed 1/15
Spring issue deadline 3/15 mailed 4/15
Summer issue deadline 6/15 mailed 7/15

Sydney's top restaurants are going nuts over a new steak which comes from chestnut-fed steers

by Grant Jones, Food Editor, from The Telegraph



Chestnut fed beef from Rockpool Bar and Grill in Sydney. CBD Picture: John Fotiadis, Source: The Daily Telegraph

You've heard of grass and grain-fed beef, but some of Sydney's top restaurants are going nuts over a new steak which comes from chestnut-fed steers.

Rockpool Bar & Grill, the Four in Hand and Bistrot de France are all serving it up as are the masters of meat, Elvis Abrahamowicz and Ben Milgate, at Porteno in Surry Hills.

Upmarket Woollahra butcher Victor Churchill is supplying the rare steak, which is only available for six weeks of the year from Titania Chestnut Fed Beef near Oberon, for up to \$50 a kilo.

Most of the braising cuts such as oyster blade are around \$15/kg, rump \$30/kg, loin cuts such as striploin and cube roll at \$40-\$50/kg. All of the loin cuts and rump are dry aged.

Raised by Michael and Marnie Feneley on 445ha of prime grazing land, the contented cows are pasture fed but snack on produce from three groves of chestnuts in the autumn months giving the beef a rich aroma and fantastic texture, much like Spain's world famous Jamon Iberico de Recebo, ham from the Iberian pig fed with acorns.

Victor Churchill and Vic's Meats CEO Anthony Puharich said the Feneley's, who are customers at his butcher shop, approached him last year.

"Generally you don't put the word beef and seasonal in the same sentence," said Mr. Puharich. "It's unique, incredible and the natural aspect of it really appealed to me."

Compared to wagyu, it's a little bit leaner and the marbling is not as pronounced. "It's slightly younger beef but the thing I noticed is the texture. It's got this quite buttery, silkiness to it which comes from the oils in the chestnut," he said.

Last year they tested the market with five carcasses, this year it's 45 and they are selling fast. Neil Perry from Rockpool "went bananas over it," said Mr. Puharich. with sales of value added products.

This article originally ran in the June 21st issue of The Daily Telegraph. It can be found online at <http://www.dailytelegraph.com.au/lifestyle/sydneys-top-restaurants-are-going-nuts-over-a-new-steak-which-comes-from-chestnut-fed-steers/story-e6frf00i-1226079416194>.



Head Chef Angel Fernandez with Chestnut fed beef at Rockpool Bar and Grill in Sydney. CBD Picture: John Fotiadis, Source: The Daily Telegraph

Break-even Pricing, Revenue and Units (cont. from page 1)

This publication is designed to help producers understand how to establish the break-even price, revenue, and units sold from a cost perspective. While break-even revenue and units sold are calculated for making financial and management decisions, break-even pricing is calculated to assist in helping market the product. Break-even pricing is important for producer-owners of value-added businesses because they need to know how to price a product as compared with pricing a commodity.

Determining the cost of production

Producer-owners of value-added businesses must assess the profit potential of their new business by its competitiveness in the market. Profit potential is calculated by computing production costs, establishing an expected selling price based on substitute goods, and determining whether the product can be produced for that price. Price premiums are based on end-user demands and profit goals. Much of this discussion also applies to producing commodities in the farm business. However, commodity producers are price takers and not price makers. The producer-owned, value-added business should operate as a price maker. MU publication G648 discusses how the producer-owner can act as a price maker in setting prices for value-added products. (<http://extension.missouri.edu/p/G648>)

Typically there are two costs associated with production: variable and fixed costs.

- *Variable costs:* Increase directly in proportion to the level of sales. Some examples are the cost of creating the good, shipping charges, delivery charges, costs of direct materials or supplies, and wages of part-time employees.
- *Fixed costs:* Remain the same regardless of your level of sales. Some examples include rent, interest on debt, insurance, plant and equipment expenses, business licenses, and salary of full-time workers.

Ideally, the budgeting process allocates all costs evenly across production units. However, the reality is that projecting unit sales is difficult. Businesses typically err by overestimating demand. Sales lower than expected result in an increased per-unit cost of products sold. To cover this error, many producers reduce their owner salary so that outside income subsidizes the business. With a producer-owned, value-added business, one may find the

farm business subsidizing operation of the value-added business, or vice versa. While businesses are encouraged to be optimistic in their projections, developing a sensitivity analysis table is suggested. Sensitivity analysis tables show expected break-even price, revenue, and unit levels from ranges of decision variables. This allows the value-added business owner to determine best- and worst-case scenarios.

Break-even price

In commodity agriculture, the break-even price is referred to as the per-unit cost of production. As commodity price takers, farmers develop marketing plans to obtain a price that is higher than their per-unit cost of production. For instance, if a producer produces 20,000 bushels of corn, then knowing the variable and fixed cost of production easily provides the per-unit cost of production, and the producer would sell when the market (market price plus government subsidies) is above the per-unit cost of production. Just as the producer in the example sets prices based on per-unit cost of production, value-added businesses, or price maker businesses, set prices after calculating their break-even price.

The break-even pricing method is applied to the example of producing soybean candles (Table 1). To compute the break-even price for the fictitious Soy Candles, L.L.C., it is necessary to project the number of units sold. This can be tricky. A poor projection can cause the calculated break-even price to vary significantly.

$$\text{Break-even price} = \text{Variable cost per unit} + \frac{\text{Total fixed cost}}{\text{Projected unit sales}}$$

Soy Candles, L.L.C. projects sales of 20,000 units next year. From Table 1, the per-unit variable cost is \$1.45. Fixed cost is \$44,760. Use the following equation to calculate the break-even price. (*cont. on page 5*)

$$\begin{aligned} \text{Break-even price} &= \text{Variable cost per unit} + \frac{\text{Total fixed cost}}{\text{Projected unit sales}} \\ &= \$1.45 + \frac{\$44,760}{20,000} = \$3.69 \end{aligned}$$

Break-even Pricing, Revenue and Units (cont. from page 4)

Table 2 summarizes the break-even prices computed for different projected unit sales. For projected unit sales of 20,000 units, the break-even price is \$3.69/candle. Suppose actual unit sales reach only 18,000 units. Then, the break-even price should have been \$3.94. If the candles were underpriced by \$0.25, revenue would decline by \$4,000 (20,000 units \$0.25/unit).

Even for small differences between the expected and the actual number of units sold, the break-even price changes substantially. For large quantities, variable cost per unit may differ because of purchasing volume discounts of inputs. However, for this example, variable cost is held constant because target sales are 20,000 candles, and inventory shortage or surplus could be adjusted by ordering more inventory or carrying inventory forward to the next year. After the projected break-even price is projected a markup pricing strategy must be set. MU publication G 649, Selecting an Appropriate Pricing Strategy, lists strategies for markup pricing. Once a producer has projected an asking price, break-even revenue and units can be determined.

Break-even revenue

Break-even revenue is computed from the selling price and from variable and fixed costs to determine the amount of revenue needed so that the business neither makes nor loses money.

The selling price is based on market research and prices of substitute goods. In the example of 20,000 unit sales of soybean candles, suppose the variable cost per unit is \$1.45 and the selling price per unit is \$5.00.

For Soy Candle, L.L.C. to break even, revenue for the year must total \$63,042.25. Table 3 is a sensitivity table for break-even revenue for alternative selling prices.

Item	Explanation	
Variable Costs		\$ Per Unit
Soy Oil	Candle Creation	\$0.25
Wicks	Candle Creation	\$0.05
Wax	Candle Creation	\$0.15
Jars	Candle Packaging	\$0.30
Lids	Candle Packaging	\$0.05
Labels	Candle Marketing	\$0.10
Boxes	Candle Shipping	\$0.45
Miscellaneous		\$0.10
Total Variable Cost		\$1.45
Fixed Costs		Total \$
Insurance	Liability Insurance	\$1,000
Advertising	Promotion, web presence, and radio spots	\$4,000
Utilities	Lights, phones, heating, and cooling	\$2,500
Buildings ¹	Purchased building where candle production occurs	\$1,100
Equipment ²	Equipment used in the production of candles	\$2,000
Interest paid	Interest payment for first year of operation ³	\$2,160
Salary	Owner target salary of \$25,000 annually, plus fringe benefits	\$32,000
Total fixed cost		\$44,760

Table 1. Establishing the break-even price for soybean candles manufactured by Soy Candles, L.L.C.

1. Based on an initial purchase price of \$22,000 with a 20-year payback period.
2. Based on an initial purchase price of \$14,000 with a 7-year payback period.
3. Based on a 20-year loan for buildings and 7-year loan for equipment with 25% down and an 8% interest rate.

$$\begin{aligned}
 \text{Break-even revenue} &= \frac{\text{Fixed costs}}{1 - \frac{\text{Variable cost per unit}}{\text{Selling price per unit}}} \\
 &= \frac{\$44,760}{1 - \frac{\$1.45/\text{unit}}{\$5.00/\text{unit}}} = \$63,042.25
 \end{aligned}$$

Break-even Pricing, Revenue and Units (cont. from page 5)

Break-even sales units

Calculate break-even sales from the selling price and the variable and fixed costs to determine the amount of unit sales needed so that the business neither makes nor losses money.

The selling price is established based on market research and prices of substitute goods. For the example of soybean candles, suppose the variable cost per unit is \$1.45 and the selling price per unit is \$5.00.

$$\begin{array}{lcl} \text{Break-even sales} & & \text{Fixed Costs} \\ \text{units} = & & \text{(Selling price/unit - Variable cost/unit)} \\ & & \\ & = & \frac{\$44,760}{(\$5.00 - \$1.45)} = 12,608 \text{ units} \end{array}$$

For the Soy Candle, L.L.C. to break even, total unit sales for the year will have to be 12,608 units. Table 4 is a sensitivity table for break-even units for alternative selling prices.

The key to establishing break-even revenue, units sold, and price is to know production costs. Keys to profitability include knowing your break-even price and being realistic in your cost, price, and sales projections. A critical management aspect of producer-owned, value-added businesses is that producers are involved in the operation of two businesses — the farm business and the value-added business. Thus, it may be difficult to allocate costs between the farm and the value-added business. It is best to charge all input costs into the value-added business using market prices instead of your cost of production.

Careful management and financial planning are required to ensure the long-term success of both businesses.

Projected Unit Sales	18,000	19,000	20,000	21,000	22,000
Variable Cost/Unit	\$1.45	\$1.45	\$1.45	\$1.45	\$1.45
Total Fixed Cost	\$44,760	\$44,760	\$44,760	\$44,760	\$44,760
Fixed cost/unit	\$2.49	\$2.36	\$2.24	\$2.13	\$2.03
Break-even price	\$3.94	\$3.81	\$3.69	\$3.58	\$3.48

Table 2. Break-even price sensitivity around changes in annual projected unit sales.

Projected Selling Price	\$4.50	\$4.75	\$5.00	\$5.25	\$5.50
Variable cost/unit	\$1.45	\$1.45	\$1.45	\$1.45	\$1.45
Total fixed cost	\$44,760	\$44,760	\$44,760	\$44,760	\$44,760
Break-even revenue	\$66,039.34	\$64,427.27	\$63,042.25	\$61,839.47	\$60,785.19

Table 3. Break-even revenue sensitivity around changes in selling price.

Projected Selling Price	\$4.50	\$4.75	\$5.00	\$5.25	\$5.50
Variable cost/unit	\$1.45	\$1.45	\$1.45	\$1.45	\$1.45
Total fixed cost	\$44,760	\$44,760	\$44,760	\$44,760	\$44,760
Break-even units	14,675	13,564	12,608	11,779	11,052

Table 4. Break-even sales units sensitivity around changes in selling price.

This publication is one in a series on Managing for Profit in the Value-Added Business. This series was developed in collaboration with the staff of the Missouri Value-Added Development Center. It was published by MU Extension through the Department of Agriculture at the University of Missouri. It can be found online at <http://extension.missouri.edu/p/G648>.

Annual Meeting (cont. from page 1)

CGA president Mike Gold opened up the morning sessions with remarks thanking the weekend's generous hosts. He opened the floor seeking suggestions as to where to hold the 2012 CGA Annual Meeting as well as the need for a discussion on the implications of the Food Safety Bill for chestnut growers.

Larry Godsey presentation

Dr. Godsey presented the results from a study performed at the MU Horticulture and Agroforestry Research Center (HARC) on low-cost chestnut harvest equipment. The study was performed by Dr. Godsey and Dr. Michele Warmund, MU Professor of Plant Sciences, with assistance from graduate student Andrew Biggs. The objectives of the research were to evaluate a Paddock Vacuum as an affordable mechanized alternative to the hand-held Nut Wizard and to determine if additional modifications were needed to improve the functionality of the vacuum. Two sectors, one for the Paddock Vacuum and one for the Nut Wizard, were delineated under the canopy of each tree. The same trees were then harvested four times. The conclusions indicated that the Paddock Vacuum picked up chestnuts faster than the Nut Wizard, but took longer to sort the nuts from the burs on a per kg basis in 2009. In 2010, a Maxi Paddock Vacuum was modified and tested to hasten sorting, with this improvement the Vac was more cost efficient than the Nut Wizard.

Ina Cernusca presentation

UMCA marketing specialist Ina Cernusca presented the results from the 2010-2011 CGA Market Survey. Highlights from this report can be found in Spring 2011, Vol. 13, No. 2 issue of this newsletter.

Ken Hunt presentation

UMCA research scientist Dr. Ken Hunt presented an overview of chestnut yields and orchard management at the Horticulture and Agroforestry Research Center. He focused on recommended cultivars Qing, Gideon, Sleeping Giant, Eaton, Auburn Homestead and Peach. He also mentioned other cultivars of interest, Auburn Super, Kohr, Hong Kong, Mossbarger, Perry and Yixin. Dr. Hunt discussed his pruning study on Qing and Peach cultivars, a hedgerow study on Qing, Auburn Super and Payne, a Qing pollination study and a hedgerow study and adjacent pollination study on Qing.

Sandy Anagnostakis presentation

Dr. Anagnostakis gave a presentation on "Saving the Ozark Chinquapin." Found in the Ozark Plateau, the Ozark Chinquapin is geologically isolated from other chestnut species, so there is a belief that they are different and may prove resistant to certain chestnut maladies. Dr. Anagnostakis found that there may be more resistance to blight in Ozark Chinquapins, but that they are still dying of the pathogen along the Ozark Trail. They are, however, resistant to the Asian chestnut gall wasp. Dr. Anagnostakis has been making crosses between American Chestnuts and Ozark and Chinese Chinquapins. She is performing these crosses in hopes of finding a cross that is resistant to ink disease, chestnut blight and Asian chestnut gall wasp.

Dennis Fulbright presentation

Dr. Fulbright of Michigan State University presented an overview of his work with the Midwest Nut Producers Council. He focused on their submitted grant proposal to the U.S. Department of Agriculture Specialty Crop Research Initiative (SCRI). Although their proposal was denied, Dr. Fulbright discussed the reasons behind the denial and how to adjust the grant proposal so that it may be accepted in the future.

Greg Miller presentation

Dr. Greg Miller, owner of the Empire Chestnut Company, gave a presentation over "Asian Chestnut Gall Wasp Effects on Trees and Production." He said that, for his orchard, the gall wasp turned out to be less of a problem than he feared. He had a large flower crop and found that his trees didn't look too bad despite the presence of the gall wasp. One of the only major effects he noticed was a thinning in the tree's canopy. "With more work and study, a grower can overcome and mitigate problems caused by the gall wasp," Miller said.

Forrest Keeling Nursery

After the morning of presentations, CGA members travelled next door to the PMC for lunch and a tour of Wayne Lovelace's Forrest Keeling Nursery (FKN). Boxed lunches were provided by Panera and, despite the windy weather, the rain stayed away long enough to enjoy the afternoon outside at the nursery. *(cont. on page 8)*

Annual Meeting (cont. from page 7)

After lunch, Wayne talked about the nursery's root production method® (RPM), a method that uses selected seed stock, air-root pruning, special nutrition and soil, and proper timing to produce plants with larger root mass, high survivability and accelerated growth rate. He then directed a tour through his nursery's chestnut cultivars. Lupe Rios, FKN production manager, later directed a demonstration of the grafting techniques used for the chestnut cultivars. Before leaving the nursery, attendees had the chance to observe a demonstration of a small-scale chestnut peeler built by CGA members Auzzie Jackson and Gerald Whitmer. The tour of FKN ended with a walk through the greenhouses to view more chestnut cultivars, pecans, walnuts, pawpaws and other species.

Chestnut Ridge of Pike County

After leaving FKN, CGA members drove back to Rockport, IL to tour Dale and Linda Black's chestnut orchard, Chestnut Ridge of Pike County. Dale discussed some "do's and don'ts" of growing chestnuts in a more harsh environment. "We have the elements against us

here," he said. One of the main problems the Blacks had encountered was animal control. They had tried to use fish meal around the base of their chestnuts, but this just attracted raccoons to the seed. One unique strategy that has worked for them is playing music to scare the raccoons away. "I checked it and country music worked pretty well, but once we started playing classic rock the deer started nibbling them," Dale joked. The Blacks also discussed their harvesting methods, which are mostly done by hand with the exception of a sorter designed by Ray Young. CGA members walked through the orchard after Dale and Linda's discussion and viewed a variety of chestnuts and different maturity levels. Dr. Ken Hunt demonstrated different field grafting techniques including a three-flap wrap.

CGA members ended their day on the banks of the Mississippi River with a dinner and raffle at The Lighthouse Inn Restaurant. *(cont. on page 11)*

BOND ORCHARD SELECTION™ Chestnuts



Working with the University of Missouri Center for Agroforestry, I have, over the last 17 years, established a very successful Chinese chestnut orchard whose germplasm produces quality chestnuts with hybrid vigor and large tasty nuts.

Forrest Keeling Nursery in Elsberry, Mo., grows outstanding seedlings – with its patented Root Production Method (RPM) – that reach heights of 3-5 feet the first season, and have produced dozens of burs in the third year following outplanting.

– Kit Bond

For more information, contact Forrest Keeling Nursery,
800-356-2401 or info@fknursery.com

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Annual Meeting: Photos



(Top right) CGA Members gather on the porch of the historic Grimshaw house in Pittsfield, IL for the Friday night welcome party. (Middle right) Forrest Keeling Nursery production manager Lupe Rios describes a grafting demonstration after lunch on Saturday.



(Top left) Wayne Lovelace directs a tour through his orchards at Forrest Keeling Nursery. (Middle left) Attendees of the meeting prepare for a morning of informative presentations at the Elsberry Plant Materials Center. (Bottom left) CGA member Auzzie Jackson sifts through peeled chestnuts in the small-scale chestnut peeler he designed with fellow member Gerald Whitmer. (Bottom right) A tour through the chestnut cultivars at Forrest Keeling Nursery sparks a discussion between members about the pros and cons of different cultivars.



Annual Meeting: Photos



(Left) After a tour of the orchard, CGA members view the result of a field graft at Dale and Linda Black's Chestnut Ridge in Pike County.

(Right) A greenhouse at the Forrest Keeling Nursery.



(Below) Dr. Ken Hunt discusses an example of cicada damaged during the tour of HARC on Sunday.

(Below) Gerald Whitmer talks about the inspiration and design behind his and Auzzi Jackson's small-scale chestnut peeler before performing a demonstration. (Bottom) CGA members observe the chestnut sorter at Dale and Linda Black's orchard before touring the grounds.



(Right) Dr. Ken Hunt points out the specifics of a spacing study at HARC on Sunday.



Annual Meeting (cont. from page 8)

Sunday, June 26th

Attendees had the option of traveling to the University of Missouri Horticulture and Agroforestry Center (HARC) in New Franklin, MO on Sunday. Dr. Ken Hunt led a tour of the chestnut orchards. He discussed the different varieties being grown at HARC as well as research efforts to achieve larger-sized chestnut. Dr. Hunt also pointed out trees that had sustained damage from cicadas and chestnut blight. CGA members had the opportunity to ask questions about the different cultivars and species of chestnuts being grown; topics discussed included the Chinquapin vs. the

American chestnut, the best cultivar in the orchard and the ranges in size and taste of different chestnut cultivars. The rain had cleared up from the day before and it was a beautiful day to take a tour through the expansive orchards of HARC.

Altogether, the weekend proved to be educational, entertaining and fun. The Chestnut Growers of America would like to thank the numerous hosts who helped make the weekend successful and we hope to see everyone again at next year's annual meeting!

Annual Meeting: Minutes

Chestnut Growers of America, Inc. Minutes of the Annual Meeting June 25th, 2011

Call to order: The meeting was called to order at 8:45 a.m. by President Mike Gold at the NRCS Plant Material Center, Elsberry, MO.

Reports of Officers: The treasurer distributed a Profit and Loss Statement for 2010. Sandy Anagnostakis moved and Ben Bole seconded a motion to accept the report. Motion passed.

Old Business:
Bylaws. Ray Young explained that we couldn't vote because proposed changes weren't distributed in time. Changes are minor and only needed to keep our corporate charter and bylaws in agreement.

Election of Officers for 2011-2012:
The Nominating Committee (Ben Bole, Linda Black, Bob Stehli) submitted its nominees for CGA officers for 2011-2012. It was moved by Sandy Anagnostakis and seconded by Grant Glatt to accept the slate as presented.

Motion passed. The officers are:

President: Mike Gold
Vice-President: Dennis Fulbright
Sec/Treas: Ray Young
Directors: Sandy Bole, Charlie NovoGradac, Bob Wallace, Lee Williams.

New Business:
Newsletter. Mike introduced Paige Pritchard, a student intern at the University of Missouri, who will be doing the CGA newsletter.

Special Reports:
Ina Cernusca, UMCA. Ina reported the results of the 2010/2011 CGA Market Survey. There was discussion about what price per lb. chestnuts should sell for.

Dennis Fulbright, Michigan State University. Had widespread damage from late frost in Michigan. Have a new slicing machine, scoring machine and peeling line at their research farm.

Ken Hunt, UMCA. Discussed information on cultivars collected at HARC. They have seen some blight on the farm. There are not as many

burs on the trees this year and feels harvest will be slightly off. Various spacings of trees are being examined.

Greg Miller. Gall wasp arrived in Greg's orchard in 2008. Though he observed an impact on tree growth, there is a small effect on flowering and fruiting provided there are enough uninfested buds.

Sandy Anagnostakis, CT Agricultural Experiment Station. Discussed varieties of Ozark Chinquapin. Ozark chinquapins are not as susceptible to blight as American chestnuts and to gall wasp. Sandy has crossed chinquapin with timber-type chestnuts.

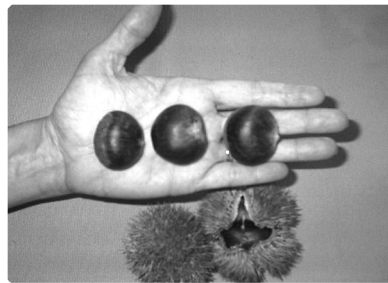
Larry Godsey, UMCA. Presented results on Time and Motion Study, Chestnut Harvesting conducted by him and Michele Warmund at HARC to compare small harvesters.

Adjournment: The meeting was adjourned at 12:15 p.m.

Respectfully submitted,
Ray Young, Secretary-Treasurer



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