Date	Outcome	Price	Data	Other Issues	Ideas	Other
May 17, 2001 for 2001 crop	Pricing agreement reached.	41/40 cents/lb.	• Between 1989-2000 acreage rose 72% from 106,000 to 181,890. • Yields increased 27% from 1,150 to 1,456 lbs/acre. • Certified acreage drops from 93,326 to 81,233.	1. ABT bancruptcy and inventory of 50 m. lbs., 2. Cost of production, 3. "no conclusive data on current acreage in production."	1. Pricing more than once per year to react to market changes. 2. Getting to 150,000 acres as the ideal for market demand…	Imports – exports about in balance. 200-205 million lbs. movement considered market demand.
Sept. 12, 2001 for 2002 crop	Pricing agreement reached on 50% of production.	41/40 cents/lb. on 50% of production.	Growers to report costs to independent accounting firm who will compile cost of producing seed. Dealers agree to submit inventory information to same accounting firm.	1. ABT inventory has cleared the pipeline. 2. Concern about open price contracts and production not under contract encouraging overproduction.	Importance of establishing a price prior to planting so growers/lenders can put in budget, adjust planting.	Concern about undercapitalization by dealers; discussion of bonding, indemnity, requirements for a dealer's license.
June 3, 2002 for 2002 crop	Pricing agreement reached for entire 2002 crop.	42/41 cents/lb. on entire crop.	• Weighted average cost of production for 20 growers on 8,500 acres for 3 year establishment was $800/acre or about 62 cents/lb. • Certified acreage down to 69,276. •Dealer inventory (9 dealers) at 11.6 m. lbs.	1. Impacts of growth regulators and irrigation on production discussed. 2. Growers can't leave ground bare; few other options with loss of vegetable processors.		Imports – exports about in balance.

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Feb. 21, 2003 for 2003 crop.	No pricing agreement. Dealers want to price 100% of crop in the spring; growers want to price 50% now, 50% later.	Dealers offer 55/54 on 100% of crop. Growers offer 54/53 on 50% of 2003 crop, 52/51 on 2004 and 2005 crop.	• Certified acreage down to 62,833. • Tight market and tight inventory. • Commodity market at 56-58.		• 3-year contract proposed by PRBA on 50% of production. • Contracting by lbs., and storage and marketing orders were discussed as ways to prevent overproduction.	Imports – exports about in balance.
March 11, 2003 for 2003 crop.	Partial pricing agreement reached.	67% of 2003 crop at 55/54 cents/lb.	PRBA proposes 100% of 2003 crop at 57/56 or 50% at 55/54 with other 50% set in August. Dealers propose 67% of 2003 crop at 55/54, rest set by September.		• Discussions about ways PRBA can assist in marketing TQ grass. • PRBA presents proposal for 2004 and 2005 tied to benchmark level of acreage; if acreage exceeds benchmark, price would be annulled and renegotiated.	
July 14, 2003 for 2003 and 2004 crop.	Pricing agreement reached on 2003 crop and 50% of 2004 crop.	59/58 cents/lb. on entire 2003 crop. 50% of 2004 crop at 52/51 cents/lb.		Dealers requested a Council session in July to set the final 2003 price. Presented 58/57 for 2003 and 50% of 2004 at 50/49.		

Date	Outcome	Price	Data	Other Issues	Ideas	Other
April 5, 2004 for 2004 crop.	Partial pricing agreement reached.	Renegotiated the initial 50% of the crop to 60/59 cents/lb. 25% to be negotiated within 60 days; final 25% by Aug. 15, 2004.	170,000 – 180,000 acres estimates. Minimal carryover. General consensus that demand and supply in balance and not much carryover.	ODA distributes guidance document on contract language for pricing.	Need better data from growers and dealers.	Use of TQ standards without using TQ tag.
June 7, 2004 for 2004 crop.	No pricing agreement reached.	Bargaining Council will meet prior to August 15.	Tight market continues. Crop looks moderate.	Dealers propose next 25% of crop at 60/59. PRBA proposes 63/62.		Imports – exports about in balance. Canadian and Minnesota production discussed.
August 5, 2004 for 2004 crop.	Pricing agreement reached.	Last 50% at 62/61, bringing total average price to 61/60 on 2004 crop.	• Inventory low, 5- • 10 million lbs. Movement affected by shortage of crop and higher prices. • Est. 170,000+ acres, yields 5-10% off. • Production est. between 202-232 million lbs. • Certified seed up some to 82,501.	Dealers propose staying at 60/59 on entire crop. PRBA proposes 64/63 given tight market and low inventories.		Est. 23,000 acres in Canada with 50% as VNS. Est. 8,000 acres in Minnesota. Price much lower in 42-45 cent range, due to poor quality, variability in supply, lower yields, closer to Eastern markets. Dealers say "market pipeline is full."
December 14, 2004 for 2005 crop.	No pricing agreement reached.	Recommended meeting in April 2005.	Pipeline clearing; low inventory; production manageable.	Poor weather in Eastern markets, anticipating price drop, dealers don't want to hold inventories.		

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May 4, 2005 for 2005 crop.	No pricing agreement reached.	PRBA proposes 63/62 cents/lb. for 2005 crop. Dealers prefer to wait.	48 m. lbs. of inventory on hand (mid-April reported), but will move in late April and May. Uncertainty in market presented by dealers: golf courses backing off; spring weather bad; carryover higher; 2005 acreage higher.	Dealers recommend waiting until June when spring usage will be known; better inventory data; more known about 2005 crop. Production costs up for growers and moving product to market.		OR acreage not expanding much; Canadian acreage up. 230 m. lbs. movement into market is accepted level.
June 29, 2005 for 2005 crop.	No pricing agreement reached. Impasse. Council asked ODA for a recommended price. ODA director recommends consideration at 58/57 and formation of subcommittees to address data, process, and market issues.	Dealers propose 55/54 on a portion of the crop. Growers propose 61/60. Growers propose 59/58 on 50% of crop. Dealers propose 56/55 o up to 50% of crop at option of grower.	Disagreement over inventory numbers and confusion in reporting. Dealers report 40-50 m. lbs. 215-220 m. lbs. movement in 2004. Disagreement over acreage: est. ranges from 185,000 to 195,000 acres in production.	Dealers below crop is about 10% larger than 2004 crop. Believe there will be 90-100 m. lb. carryover into 2006 crop. Discussion of whether contracted proprietary seed is a commodity or a price-for-services contract.	• Suggestions made that ODA audit inventory data records. • Considered holding part of crop “off market.” Uncertainty about slow-pay/no-pay implications. • Dealers suggest pricing portion of the crop before planting. Others disagree. • Can’t agree on how to reduce acres other than pricing signal.	Exports outpace imports; not an issue for market pressure. Concern about reports of dealers “talking down the market.” • PRBA asks about price differentiation for TQ PRBA contracts vs non-PRBA growers. Dealers indicated they don’t want to differentiate pricing.

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July 6, 2005 for 2005 crop.	Pricing agreement reached.	56/55 cents/lb. on 100% of 2005 crop.	Growers believe a significant price reduction not needed; propose 57/56 on entire crop. Dealers believe larger production and inventory warrant lower price for market movement, offer 56 cents on 50%.	Discussion and initial formation of subcommittees.	Proposed that 2006 pricing discussions begin in Sept./Oct. 2005.	
Sept. 5, 2005	No pricing agreement reached.			Focus was primarily on formation of subcommittees and task assignments.		
March 15, 2006 for 2006 crop.	Recommenda-tions to meet June 7 and August 15 for pricing negotiations.	Discussion about pricing 2006 crop in portions or all at once; same for '07 crop.	Wet spring and voles reduced the crop over 60 million lbs. Certified seed acreage down. Growers interested in longer-term contracts; dealers not.	Data Subcommittee assessed data from OSU, data reported to ODA, Commission report on movement, etc.	Long-range Subcommittee: Considered wide range of issues related to market development, certification programs, new uses, value-added, and industry trend analysis.	Process Subcommittee helped develop a "declaration of participation" form for all dealers, including grower-dealers; recommended that all interested growers or dealers attend meeting; recommended pricing part of crop in the Fall.

Date	**Outcome**	**Price**	**Data**	**Other Issues**	**Ideas**	**Other**
June 7, 2006 for 2006 crop.	Pricing agreement reached on 50% of 2006 crop.	70/69 for 50% of the crop.	• Est. 160,000-168,000 acres. • Reduction of 12.5% in overall acreage from 2005. • Yields expected down. • Movement remains steady. • Inventory est. at 41 m. lbs. into 2006.		Dealers propose 67/66 on 50%; growers propose 75/74 on 50% and a price range of 65-75 for the 2007 crop. Dealers not interested in pre-pricing '07 crop.	Expected movement now in the 230-250 m. lb/year range, depending on market factors. 230 m. poor to average, 250 good.
August 17, 2006 for 2006 crop.	No Pricing agreement reached.		Significant disagreement over yields and size of crop. Dealers believe market is flattening out and high price will hinder movement. Growers believe crop size merits higher price.		Convened Data Subcommittee with outside groups (OSU, USDA Ag Stats, others) to consider ideas to increase data accuracy and availability. Challenges with cooperation from growers and dealers.	
September 21, 2006 for 2006 crop.						