

# THE LEADER



Effective Leaders. Today and Tomorrow.

The official newsletter of the  
**AgForestry Leadership Foundation**  
Volume 16 • Issue 2

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## MESSAGE FROM THE PRESIDENT

**IT'S HARD TO BELIEVE THAT IT HAS BEEN OVER ONE** year since I became part of the AgForestry family. The year has been incredibly rewarding with many memorable experiences and meeting so many of you! We have an extraordinary network and it is an honor to serve.

I had the distinct opportunity to get acquainted with the members of Class 37 who graduated in May and with Class 38 who are gearing up for their International seminar to India and Nepal in January. I've enjoyed two leadership golf tournaments and numerous seminars getting a first-hand view of the value of our program. Through the year we have successfully revised our By-Laws, Employee Policy Manual, and many of our written communication pieces. We are actively working on recruitment, growing our endowment and putting forth Planned Giving strategies. We have a renewed focus on marketing and events and creating a more active presence on social media. Our Academic Council is committed to fine-tuning our curriculum and staying on the cutting-edge of issues and topics.

The Alumni Council is engaged and coordinated a terrific seminar, the Okanogan Fire Tour. Next on their agenda are a national trip in 2017 and an international trip in 2018.

While the past year has been fabulous, I am very excited about what the future holds for AgForestry. We finished our fiscal year in a stronger financial position than we have in many years and that is because of each and every one of our generous supporters. **THANK YOU!**

From Pullman to Olympia, Longview to Yakima, Richland, Pasco, Wenatchee, Tacoma and everywhere in between, there are AgForestry alumni in leadership positions that are making positive differences for citizens throughout our state. The sky's the limit for AgForestry, I am excited that we are all on this journey together!



**Sheryl McGrath**  
President

# CONGRATULATIONS AND WELCOME CLASS 39!

Please join us in welcoming and laying out the red carpet for Leadership Class 39. These select few will begin their leadership journey on October 12th at WSU for their first seminar, Leadership and Communication.

A sincere thank you to friends, employers, alumni, and spouses for nominating and supporting these incredible candidates during their recruitment and application process.

NAME	EMPLOYER	CITY
Reed Britt	Ron Britt & Associates	Yakima
Hannah Clark	Washington Association of Land Trusts	Seattle
Kim Eads	Washington State Dept. of Agriculture	Olympia
Ian Eccles	Avista Utilities	Moses Lake
Trevor Faucett	Northwest Farm Credit Services	Arlington
Jake Finlinson	King Co. Wastewater Treatment Div.	Seattle
Nate Fulton	Wells Fargo	Yakima
Braidy Haden	Wiley Farms	Wilbur
Rebecca Jones	JR Simplot Company	Moses Lake
Brian Looper	Department of Natural Resources	Tacoma
Theresa Madden	wafra	Olympia
Chris Magruder	Boise Cascade Wood Products	Colville
Michael McLaren	Ste. Michelle Wine Estates	Prosser
Kristyn Mensonides	Ag Health Laboratories / Mensonides Dairy	Mabton
Katie Nelson	Kamiak Vineyards, Inc. / Gordon Estate Winery	Pasco
Jean Snyder	WA State Dept. of Health Shellfish Program	Olympia
Mick Sprouffske	Department of Natural Resources	Shelton
Trent Warness	Hancock Forest Management	Vancouver
Jenna Weber	Payne West Insurance	Yakima
Kyle Womach	Columbia Valley Fruit, LLC	Yakima
Scott Witt	Banner Bank	Walla Walla

# RECRUITMENT

Class 39 has been selected and will begin their AgForestry Leadership journey in October. So why are we writing about Class recruitment now? **Because the right time to recruit AgForestry candidates is ALWAYS!**

THE KEYS TO RECRUITMENT ARE EASY:

- 1. Nurture Relationships** - The right opportunity and right timing for a candidate or employer is now or may be right around the corner.
- 2. Ask to stay in touch** - Once you have someone engaged in a conversation about AgForestry and before you close the conversation, ask if it's OK to stay in touch. Then do so.
- 3. Connect via online networks and industry conventions** - LinkedIn, Facebook – share ideas and keep the candidate engaged with other leaders in your industries. Take the first step and send a request that includes a personalized note. Then periodically comment and like information they share.
- 4. Grab coffee or invite them to attend an Alumni area reception** - If you're in the same town or plan to attend the same networking meeting, pick a time to meet up.
- 5. Pick up the phone** - As long as you're not stalking your prospect, picking up the phone to check in is a good idea. Monthly, quarterly? It's up to you. Use your best judgment.
- 6. Make people feel wanted** - People want to feel wanted. Offer your mentorship, or connect them with AgForestry Alumni who share their same interests and industry.





## LEADERSHIP LIAISONS

### *Alumni and Events*

#### **OKANOGAN FIRE TOUR – REGIONAL LEADERSHIP AND WILDFIRES CONFERENCE**

The AgForestry Foundation and Alumni Council’s trip was a great success. Homeowners and area leaders shared their experience with more than 30 conference attendees. Participants gained comprehensive knowledge on the enormity of the fires that devastated more than one million acres. The Council gained valuable leadership lessons, and held a special fundraising dinner and auction to contribute to the area’s fire relief and recovery efforts. The meeting also sparked AgForestry teams to return to Okanogon to help local residences with recovery and restoration.



“The choice of speakers was excellent. While their talks were individually prepared, you could sure tell that they were each shocked by the fire’s impacts to lives, businesses and community. Measures are well underway to prepare for and limit the effect of future fires.” – Bruce Le Page, Class 16

#### **LEADERSHIP GOLF TOURNAMENT - BIG FUN FOR ALL!**

Once again leaders, supporters and friends gathered at Suncadia Resort for an exciting and entertaining golf outing. Players exchanged lively camaraderie, wine tasting, and competed for a plethora of prizes. The new Cork Contest allowed each participant a guaranteed take home prize. The tournament “Super Prize” was a select collection of fine Reserve Bordeaux Blend wine (2010 Owens Reserve, from Smasne Vineyards), donated by Sean Tudor of Class 38. Many thanks to our wonderful sponsors, and dedicated golf committee for your time and generosity. Please remember to plan ahead to secure your sponsorship opportunities/spot for next year.

“This is my 6th year going to the tournament and I really enjoy the golf, all the different side games and all the interaction with Ag Forestry alumni. The big bonus for me is that I get a chance to meet and talk with other leaders in Agriculture. It seems like I’m continually running into these people during my interactions throughout the state.” – Monty Schilter, Darigold, Class 31

#### **GRADUATION - CONGRATULATIONS TO CLASS 37, THE BEST CLASS EVER!**

A grand celebration took place on May 6, in Pasco, for 23 admirable new graduates from Class 37.

“The event was a testament to the tremendous support and ongoing commitment that AgForestry alumni and staff show to the program and each new class of graduates.”  
– Riley Mengarelli, Class President



## LEADERS IN ACTION

**Brett Blankenship** — Washington Governor Jay Inslee just announced the appointment of Brett Blankenship to the Washington State University Board of Regents. Brett (Class 21) is also an owner and partner in Blankenship Brothers, a dryland wheat farm in Washtucna.

**Patti Playfair** — A hearty congratulations to Patti Playfair, Class 32! Patti was elected to serve as the statewide President of Washington Farm Forestry Association. Most of her focus will be directed to advancing the interests of small forest landowners through this grassroots organization.

**Claudine Reynolds** — Cheers to Claudine! Claudine graduated from AgForestry Leadership Class 37. And, she was recently promoted to Wildlife and Fisheries Manager at Port Blakely Tree Farms, LP. We are very proud of Claudine - her compassion and leadership skills are unstoppable!

**Matt Kloes** — Washington AgForestry’s newest Program Director, shares responsibility for managing the Foundation’s leadership development program, and facilitates class members’ experience. He currently directs Leadership Class 38 where he recently announced plans for their international visit to Nepal, India. “No problem” for Matt... he’s already visited more than 19 countries! Matt’s previous experience includes nine years with Northwest Farm Credit Services.

**Jared Webley** — Moving up and on, AgForestry Board Member, recently left Gallatin Public Affairs, and has joined Spokane County to serve as the Public Policy and Communications Manager. Jared stated that the County is excited for him to continue his involvement on the AgForestry Board.



**Washington AgForestry Leadership Foundation**

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## A SIMPLE GUIDE TO PLANNED GIVING TO AGFORESTRY

“PLANNED GIVING” CAN BE A CONFUSING AND OVERWHELMING TOPIC FOR MANY. This type of charitable giving need not be scary, or intimidating. With a little education and information – you may find you are ready to begin making your plan for long-term support of AgForestry.

Planned Giving simply means that you are making a plan for a gift to be made to AgForestry in the later years of your life or after your passing. Thus, by definition, a planned gift is any major gift, made in lifetime or at death as part of your overall financial and/or estate planning. By contrast, your annual membership contributions are made from discretionary income, and while they may be budgeted for, they are not considered planned giving.



**Some of the simplest types of heritage gifts include:**

**Bequests:** In addition to your family and personal heirs, you can leave a gift to AgForestry in your will. You can bequest money, property items of value (such as an automobile, jewelry or artwork) or real property.

**Life insurance policies:** A great way to support AgForestry. By taking out a life insurance policy and naming AgForestry as the benefactor, a gift will be made upon your passing.

**Retirement Plans (particularly IRA's):** Designate AgForestry to receive part or all what remains of your retirement plan after your death. Such transfers can be a very tax-efficient way of making a gift.

**Whatever you decide to do, it is important to gather information, educate yourself, and use a trusted professional to guide you through the process. Leaving a gift is a wonderful, lasting way to support AgForestry.**