

# Jay Miller

2J Farms

Blackfoot, ID

#919511



BY US 10/21 13 AL  
THE BOTTLE IS NOT TO BE REUSED



# Personal Concerns

1. Honey prices will rebound but it won't because of significant actions taken by Beekeepers in the USA.
2. To adjust for less income from Honey sales Beekeepers will produce more hives possibly meeting demand for Almond Pollination and lose \$60-85/hive in fees.
  - \$190 is break even today!
  - Bee Haulers are charging from \$3.15-4.15/mile. Why the spread?
  - Beekeepers are charging between \$165-\$230/hive. What is the difference? Do we only sell on Price!

# Personal Concerns

3. The other Mite will visit America and 50% of this room will become Wal-mart greeters!
4. We have a few real industry promoters, guardians, and thinkers. It ain't me and I fear neither is it you! Why?

# 2019 Report on Foreign Trade Barriers

- Thailand: Has tariffs on imported sugars, is not transparent, and has plenty of corruption.
- China: Subsidizes Ag products above WTO limits. It provides documentation up to 2010 as current numbers. It is not transparent; it has no honor in truth, fairness, or safety.
- Cambodia: Is corrupt on both a national and local basis. Judiciary is very bad with uneven enforcement of what relatively few laws they have. Smuggling is a huge problem and sugar's is listed as one of the specifically smuggled items. Importers are delayed, fees changed without notice, regulations modified with little transparency.
- India: Subsidizes Ag products and is not transparent. Has tariffs above WTO limits and engages in market manipulations via ownership of AG products such as sugar and wheat.
- Laos: Is corrupt. Has few laws that are enforced unevenly, Bribery is common and taxes are administered without consistency or transparency.
- Malaysia: has tariffs on 80 US agri products pushing WTO limits and is corrupt.

# 2019 Report on Foreign Trade Barriers

- Turkey: Is not transparent, tolerates bribery, has a court system hostile to foreign parties, and subsidizes in country production.
- Ukraine: Is prickly! It says it wants to improve but is very slow to reduce abuses and improve regulatory practices.
- Vietnam: Has high export taxes on Sugar. It has trouble being transparent, protecting identity or data. It has problems with regulating counterfeiting.
- It appears all these countries exploit “Most Favored Nation” trading designations while sticking it to the US.
- Ag products were considered as a whole and were specifically detailed only a few times. Honey was never mentioned.
- It appears none of these countries are very friendly to the US yet enjoy significant export advantages to our disadvantage.

# Income vs. Expenses

## 2J Honey Farms/3,500 hives

Year	Income	Expense	gain/loss
2019	\$729,908	\$1,519,102	-\$789,194
2018	\$1,979,107	\$1,832,947	\$146,160
2017	\$1,736,822	\$1,517,742	\$219,080
2016	\$1,590,149	\$1,560,210	\$29,939

## What happened?

- 50% non-rentable hives for 2019 Almond pollination
- Huge Investment in Nucs, Cells, and mated Queens
- Sales 1.5 loads moved vs. 5-7 by January 1st.
- Smaller Honey crop due to weather and excessive splitting
- Built a \$800,000 Bee Storage Cellar with A/C
- Sent Semi load of Singles to TX.
- 7 loads of Honey to ship; 7 x 68 x 625 x \$1.68/lb.= \$499,8000



# Income vs. Expenses

## Round Valley Honey Co./1,200 hives

Year	Income	Expense	gain/loss
2019	\$398,842	\$263,239	\$135,603
2018	\$417,426	\$372,435	\$44,991
2017	\$470,973	\$396,253	\$74,720
2016	\$249,729	\$264,883	-\$15,154

## What happened?

- 17% non-rentable hives for 2019 Almond pollination
- Small Investment in Nucs, Cells, and mated Queens
- Sales 1.5 loads moved vs. 5-7 by January 1st.
- Smaller Honey crop due to weather.
- Did not build a Bee Storage Cellar
- Sent no Bees to TX.