

(2)

Pasco Chamber of Commerce Agricultural Hall of Fame Nomination Application

Application

Picture of James G. O'Connor

Nomination Letter from Daughter Glenda Brazell

Letter of Recommendation from Rodney H. Moore

Nominees Leadership activities related to associations and organizations representing the agricultural industry.

Bullets/ Nominees major contributions to the agricultural industry.

Nominees community service, charitable and volunteer activities.

Nominees honors, awards, and recognitions

News paper clippings, Clark Jennings & Associates literature and memorabilia and photos

A compilation and excerpts taken from Tri-City Herald Newspaper articles, Clark Jennings & Association Literature and Memorabilia, Rodney H. Moore, The Memoirs of Karlene Keys, and Donna O'Connor, and Glenda O'Connor Brazell.

2009

PASCO

Chamber of Commerce

&

THE PORT OF PASCO

Agriculture Hall of Fame

The Agriculture Hall of Fame was formed in 2000 to recognize and honor those individuals that have made significant contributions to the agricultural community in Franklin County. Nominees from neighboring counties bordering Franklin County will also be considered. A selection committee made up representatives from the agricultural community will review all nomination packages.

To date over 25 individuals have been inducted into the Hall of Fame. Candidates will be judged on their contribution to improving agricultural practices and must stand out among their peers because of their community involvement and unselfish community service activities. All selected individuals and their families will be recognized at the Pasco Ag Show on the evening of **January 6, 2009**. Up to three individuals may be inducted into the Hall during that Gala.

Farmers, growers, ranchers and owners/employees of agribusiness firms are all eligible for nomination.

Agriculture Hall of Fame Nomination Form

Nominee's Name James George O'Connor (Jim)

Mailing Address same

Street Address 3922 South Olson Place, Kennewick, WA 99337

Nominee's Phone 509-582-8969 E-mail _____

Date of Birth 1/10/36 Birthplace Pine River, Minnesota

Date of Death (if deceased) _____

Nominator's Name Glenda Brazell (Daughter)

Phone 509-586-0156 Fax 509-586-9461 E-mail Brazgd@aol.com

Family Contact Donna O'Connor + Glenda Brazell

Phone 509-531-4149 Fax _____ E-mail _____

Nomination for James G. O'Connor
Pasco C. of C. Agricultural Hall of Fame

October 26, 2008

It is my privilege to nominate my father, Jim O'Connor, for your consideration as an inductee into the Pasco Chamber of Commerce Hall of Fame for his significant contributions to the agricultural community in Franklin County.

While others reaped financial gains in the increased value of the land and from commodities produced, Dad was content with his role as facilitator of the process, which was his job. He was not envious of the success of those he worked with. Dad was unselfish and rarely, if ever, sought publicity or attention for the achievements he attained for agriculture. (Rodney Moore)

My Dad believed in the vision of Clark Jennings & Associates, and there, he was able to facilitate in the growth of the Columbia Basin River Projects.

Clark O. Jennings held a vision for helping business people achieve their financial goals through real estate purchases and capital improvement and asset management. Clark had a "can do attitude." My dad carried on the vision during his 44 years with Clark Jennings & Associates. Dad could always see the possible in the impossible farming proposition or development. "Can do."

Just as the Grand Coulee Dam water began to wind its way into the newly surveyed Columbia Basin Project, Dad joined Clark Jennings & Associates in 1964.

Dad played a large roll in the development of the basin, as banks did not do development and mortgage loans at that time. The only funds available were through insurance companies that CJ&A represented. The company had agreements with life insurance companies for the origination, underwriting and servicing of agricultural loans. Dad established relations with the lenders of these Insurance Companies

connecting local clients with the national and international investors.

As the River Projects developed, Dad was a leader in securing and financing of River Projects. CJ&A processed and closed more agricultural loans annually than any other farm mortgage correspondent in Washington. For a while a large percentage of farm loans and farm sales all originated within the walls of Clark Jennings and Associates under Dad's guidance. By 1973, Fifty Million Dollars in loans were made to local farmers.

Dad has been a Board Member, Trustee and Advisor to the Columbia Basin Development League for 35 years. The League oversees the current and future development of the Columbia Basin Project. Through their efforts, they were able to bring irrigation water to the region, thus the Columbia Basin Project was developed into one of the most productive farming regions in the United States.

When interest rates soared in the 80's, farmers began to be foreclosed on. Dad had a hard time accepting his first loan failure when it came. He worked hard to keep farmers on their land or at least get them off the farm with something in their pocket or the homestead.

Under Dad's guidance CJ&A established a management company to farm the land for the absentee mortgage company lenders. Dad really had to fight for this within the company. Some felt it was the wrong direction to go. This proved to be a very smart move that they did in a joint venture with Tippet Land and Mortgage.

Dad was always excited about new innovations and farmers projects. In spite of all the excitement and benefits of this growth industry, our family always came first.

Dad moved to the Yakima Valley as a young boy from Minnesota. After serving four years in the United States Army, he met my Mother, a native of the Yakima Valley. They married in 1960, and I am one of Six Children.

Unfortunate health challenges came to our family as three of my siblings are afflicted with Muscular Dystrophy.

He has always been there to provide for us, but what I value most was the love he showed for us.

He was able to send us to St. Joseph's Catholic Church for schooling. He instilled in us the virtues he held most high, honesty, integrity, morality, and love one another. As young children, Dad made it possible for us to enjoy family vacations. He knew that in the later years when my siblings were older and confined to wheel chairs these outings would be more difficult and eventually impossible.

All of Washington's agricultural communities and farmers were Dad's extended family. He respected what their lives represented and they respected his contribution to what Washington's agricultural communities are today. (Rodney Moore)

All the farmers that Dad did business with would come in to talk to him about any decisions they might need to make about equipment, crop changes, etc. Dad is now working with second and third generation farmers in buying and selling farm properties.

My Dad has great passion and love of this area and its communities. He has lived in the region for over 62 years.

He has unselfishly dedicated himself to Associations, Organizations and Charitable Activities. Some of these being Columbia Basin Development League, North West Business Development Association (NWBDA), Pasco Chamber of Commerce, Franklin County Historical Museum, Moses Lake Jr. Chamber of Commerce, Chairman of the Jaycee's Outstanding Young Farmer and Soil Conservation Farmer Projects, Muscular Dystrophy Association, Elks, Tri-Cities Jaycee's, St. Joseph's Catholic Church, Fundraising for Local Ill Children, and always lending a hand to some one down on their luck.

My Dad has dedicated his life's work to the area, it's farmers and their communities. He has always felt that our farmers are some of the best in the Country. He has conducted himself with honor and integrity in his business dealings and in his family life.

He has never been one to seek the lime light or receive recognition for his contributions to the agricultural community. Never having received a diploma from a College University, in a way Dad felt inferior to his colleges. I disagree. I believe he was a leader among his peers.

Please consider my Dad, Jim O'Connor as a Pasco Chamber of Commerce Agricultural Hall of Fame Inductee.

Sincerely,

Glenda Brazell

Glenda Brazell

RECOMMENDATION FOR JAMES G. O'CONNOR
PASCO C.OF C. AGRICULTURE HALL OF FAME

OCTOBER 2008

Jim and I became acquainted 42 years ago when I moved to the Northwest representing the Agriculture Loan Division of a life insurance company. Jim's company, Clark Jennings & Assoc., was a mortgage-banking firm representing several insurance companies making agricultural loans in Washington & Oregon. In that capacity, Jim functioned as a conduit for capital to move into the growing agricultural communities of Central Washington. The South District of the Columbia Basin Project was just being developed, primarily by military veterans that drew for farm units. Jim was a visionary, where others saw wind blown sand and sagebrush, he saw developed irrigated farmland producing adaptable crops. Capital, combined with labor and the land, created new more valuable and productive land. This became reality as the South District was fully developed by the late 1960's. With the advent of the center pivot irrigation systems, land development shifted to the rangeland along the Snake and Columbia Rivers. One of the first such projects along the Columbia River that I inspected with Jim, then sandy sagebrush sheep range, is now one of the largest vineyards and wineries in Central Washington. River project development for irrigated cropland, in Washington & Oregon, continued into the 1990's and became as large, in acres, as the total Columbia Basin Project. Again, Jim as the visionary saw not just irrigated row cropland, but land suitable for orchards and vineyards, a higher and more productive use of the land. Jim was not the only one involved in this development, but certainly one of the leaders in support of Washington agriculture. While others reaped financial gains in the increased value of the land and from the commodities produced, Jim was content with his role as a facilitator of the process, which was his job. He was not envious of the success of those he worked with. Jim was unselfish and rarely, if ever, sought publicity or attention for the achievements he attained for agriculture.

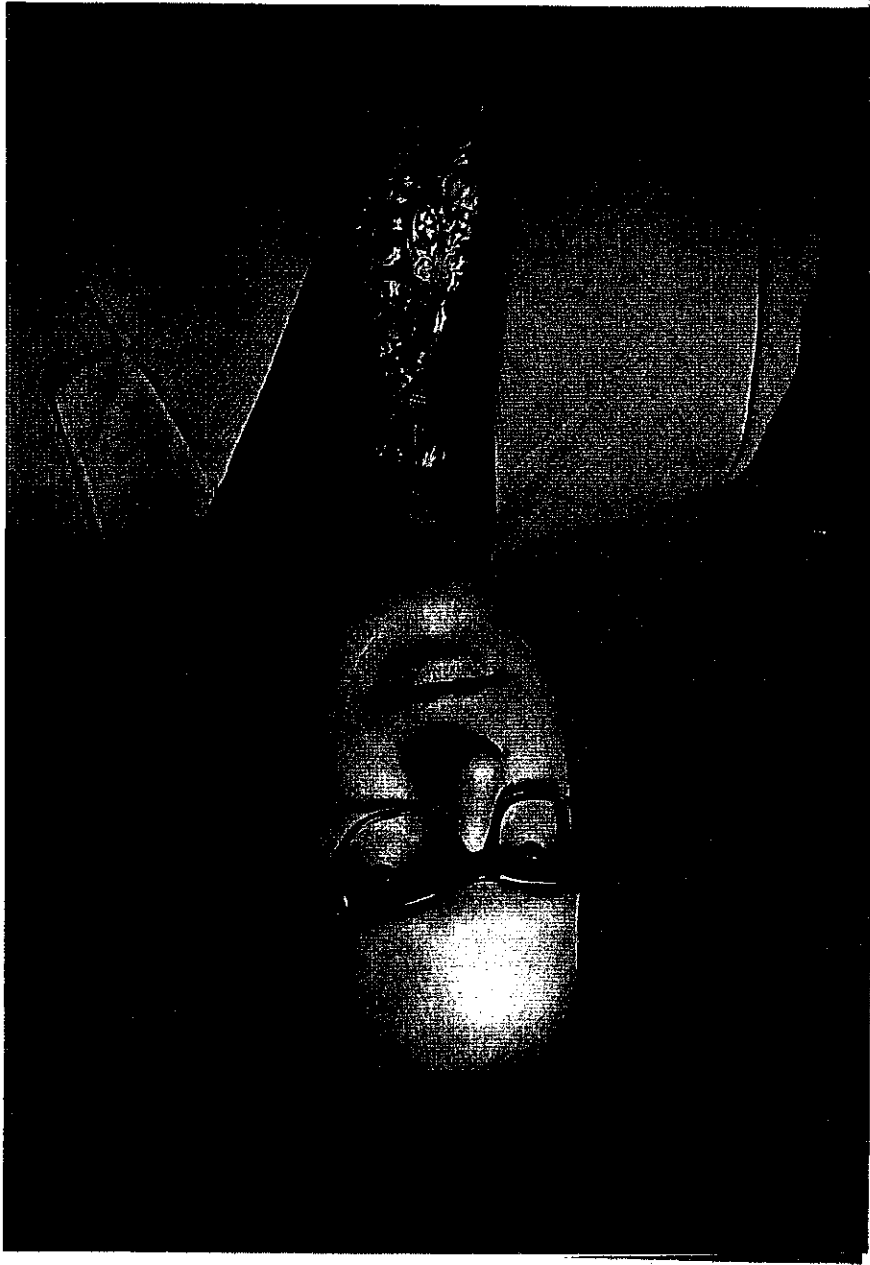
Agriculture land development was not the only beneficiary of the growth. The entire agricultural support industry followed right along. This included: agriculture supply companies furnishing seed, fertilizer and ag chemicals; commodity storage, shipping and transportation facilities; vegetable and fruit processing facilities; farm and irrigation equipment sales and service companies that grew in support of the farmland production. The community services expanded as well, including schools, a community college, health services as well as retail food and clothing outlets.

In spite of all the excitement and benefits of this growth industry, Jim's family came first. In spite of health challenges that came to the O'Connor family, Jim always provided for the care and welfare of his family, including, later grand and great grand children. He shared with all of them his love for the agriculture communities and Washington's outdoor mountains and wildlife. All of Washington's agricultural communities and farmers were Jim's extended family. He respected what their lives represented and they respected his contribution to what Washington's agriculture communities are today.

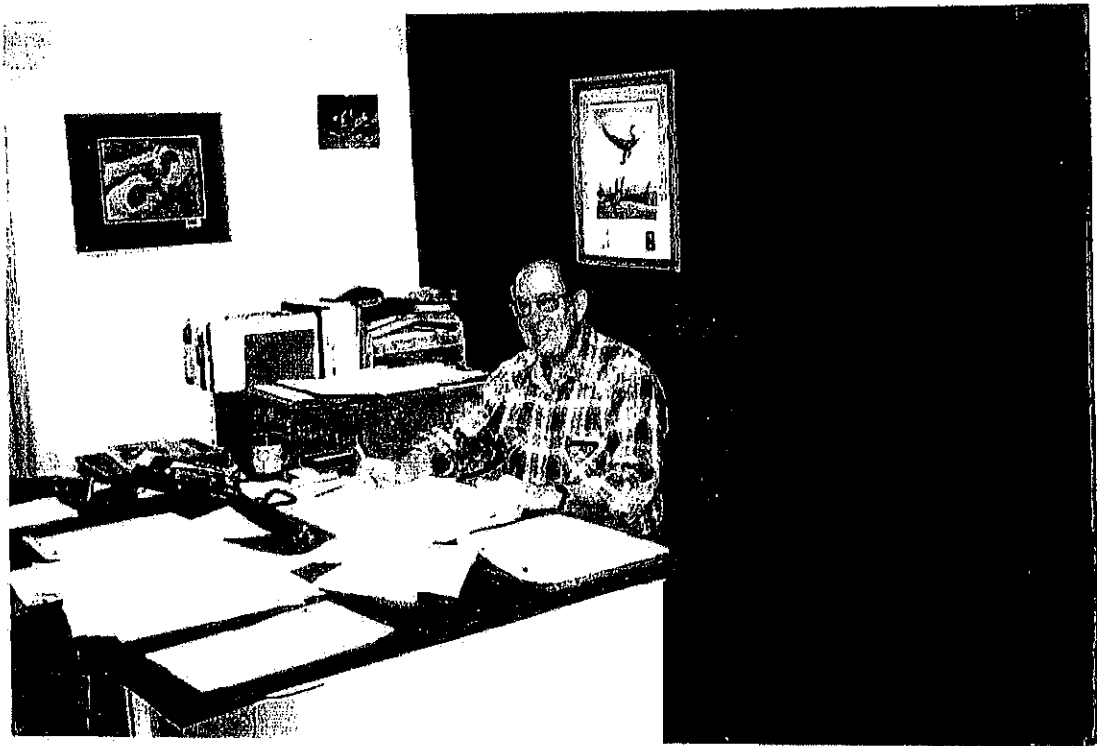
I count it a privilege to know Jim O'Connor, to have worked side by side with him for over forty years and to be considered as a good friend of Jim and his family.

Rodney H. Moore

JAMES G. O'CONNOR
1977



Agricultural Hall of Fame Nominee



Jim O'Connor at his desk as acting President of Clark Jennings & Associates.

List the nominee's leadership activities related to associations and organizations representing the agricultural industry.

Clark Jennings & Associates

A native of Minnesota, Jim O'Connor moved to the valley as a young boy and attended school in the Valley.

With a banking background, Jim joined Clark Jennings & Associates Moses Lake Office in 1964.

CJ&A was established in 1952 as a mortgage brokerage firm acting as a loan correspondents for insurance company lenders.

While in Moses Lake Jim was a member of the Moses Lake Jr. Chamber of Commerce, Chairman of the Jaycee's Outstanding young farmer and Soil Conservation Farmer projects.

He gained valuable experience working with Central Washington farmers, particularly irrigation farmers in the Columbia Basin.

To better serve farmers and ranchers in Central Washington, in April 1965, CJ&A opened another farm and commercial loan office in Pasco under the direction of Jim O'Connor.

As River Projects developed, Jim was a leader in securing and financing of river projects. By 1973 over 50 million dollars were made to local farmers.
(See bullets)

Jim became Corporate Vice President of Clark Jennings & Associates and in 1991 Jim became Corporate President until his partial retirement in 1998

Throughout its history, Clark Jennings & Associates has been a firm built on vision and purpose. The founder, Clark O Jennings, held a vision for helping businesses and business people achieve their financial goals through real estate purchases, capital procurement, and asset management. CJ&A carries on that same vision with integrity that has made it one of the leading full service real estate companies in the Pacific Northwest.

Northwest Farm Management

The 80's saw a great fall out from interest rates going as high as 14%. Farmers began to be foreclosed on. Jim had a hard time accepting his first loan failure when it came. He worked hard to keep the farmers on their land or at least get them off the farm with something in their pocket or the homestead.

In 1985, under Jim's guidance, CJ&A established a management company to farm the land for the absentee mortgage company lenders. This was done in a joint venture with Tippet Land and Mortgage.

Thousands of acres and over 60 properties are managed by this venture, including permanent crops such as vineyards, orchards and asparagus. The management portfolio lists the names of some of American's best-known institutions, as well as dozens of others.

Later CJ&A would buy out the Tippet portion of the company. Finally the company would sell to Scott Anderson who is the current owner. Northwest Management and Realty Services, Inc.

Columbia Basin Development League

Jim O'Connor has served as a board member, a trustee and advisor to Columbia Basin Development League for 35 years.

The League oversees the current and future development of the Columbia Basin Project, the largest irrigation project in the United States. Through their efforts they were able to bring irrigation water to this region and thus the Columbia Basin Project was developed into one of the most productive farming regions in the United States.

Pasco Chamber of Commerce

Jim has supported the Pasco Chamber of Commerce for many years.

He was often asked by the Chamber to lead tours of the Columbia Basin.

He would share his knowledge of the area and his love of agriculture with the members of local conventions.

He is involved in the Merchants Sunshine Ball.

Currently he is working with the Pasco Chamber of Commerce on the Revitalization Project, beautifying the main entrances into Pasco.

Northwest Business and Development Association

Jim served on the board at one time.

Nominees major contributions to the Agricultural Industry

- Just as the Grand Coulee Dam water began to wind its way into the newly surveyed Columbia Basin Project, Jim O'Connor joined Clark Jennings & Associates in 1964. Jim played a large roll in the development of the basin, as banks did not do development and mortgage loans at that time. The only funds available were through Insurance companies that CJ&A represented. The company had agreements with life insurance companies for the origination, underwriting and servicing of agricultural loans. Jim established relations with the lenders of these insurance companies connecting local clients with the national and international investors.
- As in the Agricultural Loan Correspondents Conference in 1970 that toured the Hanson Warehouse in Yakima, Jim led the Lenders of life insurance companies on tour through the Valley, the Columbia Basin, and Columbia and Snake River Project. Jim could always see the possible in an impossible farming proposition or development.
- As the River Projects developed, Jim was a leader in securing and financing of River Projects. CJ & A processed and closed more agricultural loans annually than any other farm mortgage correspondent in Washington.
- For a while a large percentage of farm loans and farm sales all originated with in the walls of Clark Jennings and Associates under Jim's guidance. By 1973, Fifty Million Dollars in loans were made to local farmers.
- Jim has expertise in water issues such as Department of Ecology, Water Permits for river and well irrigated projects, Water Rights Transfers, consulting with clients as to the value of their water rights.
- Jim can tell you the location and size of every River Project on the Columbia and Snake Rivers and had either or both financial support or real estate sales on all of them.

- Jim was involved in the sale of the Sabre Farms in Boardman, Oregon to the Korean Investors. It was the first big foreign sale of agricultural land in the Northwest and Jim saw over it all.
- Jim helped Bill Preston get his wine grape development with a loan.
- Lentz grew to be one of the largest farmers around with Jim's help in financing and buying farm land.
- Charlie and Helen Cox came to Jim for their loans. When it came time to sell the farms, they enlisted Jim to prepare and advise on the documents and the manner in which they divided and sold the land. Cox and Easterday's made it all work for the betterment of both parties.
- T & R Farms looked many times to Jim for financing and land acquisitions.
- Jim engineered many of the large sales to trusts from the east as our local farmers began to retire and look for easier lifestyles. Myron Peterson, Charlie Cox.....
- When farms began to be foreclosed on in the 1980's CJ & A and Jim O'Connor established a management company to farm the land for the absentee mortgage company lenders. This proved to be a very smart move that they did in a joint venture with Tippet Land and Mortgage.
- The Columbia Basin Development League named Jim O'Connor Trustee Emeritus for his 35 years of service to the organization. O'Connor served as board member, a trustee and advisor to the group. The League oversees the current and future development of the Columbia Basin Project, the largest irrigation project in the United States. O'Connor wrote farm mortgage loans for many years through most of the insurance companies who saw a future in lending to farmers in this area.
- 44 Years experience offering an array of real estate services including agricultural and commercial financing, real estate sales, appraisal services, management and consulting. Clients and their projects were subjects of a thorough underwriting analysis. These underwriting procedures provided the foundation upon which recommendations were made to lenders.
- Jim has always invested in land for his own portfolio. Sometimes

good, sometimes bad but always interested. Jim had and has a love for agriculture and always felt our local farmers were some of the best in the country.



Community Service, Charitable and Volunteer Activities

United States Armed Forces

Jim served four years in the United States Army

Franklin County Historical Museum

Jim has been a huge supporter of the Franklin County Historical Museum and has been a member for many years.

He was largely responsible for the Lewis and Clark Centennial display. He built props and teepees and even loaned the museum his personal memorabilia, a valuable statue of Sacajawea.

He paints, repairs and takes part in their open houses and special events.

Jim and wife Donna donated new plantings and ground cover to the museum and re-landscaped the entrance areas.

He served as Vice-President for a short time.

Sponsoring Local 4-H Kids

Jim got great pleasure attending the Benton Franklin County Fair each year, supporting the 4-H kids and their fair animals.

He would see the kids of Farmers he had made loans with in the Basin.

Jaycee's

Jim began his membership with the Jaycee's when in Moses Lake in 1964 and continued in the Tri-Cities until he was what they considered an Exhausted Rooster at the age of 35.

Jim was involved with the Jaycee's in the early years, organizers of the Miss Tri- Cities Pageants and Water Follies

ELKS

He was a member of the Elks

St. Joseph's Catholic Church

Jim put his six children through Catholic School at St. Joseph's Catholic Church and School in Kennewick, WA.

He was a member of the original committee looking for fundraising ideas for the school. He new a farmer who had a large barbeque pit. This was the start of the fabulous barbeque beef sandwiches at the Benton Franklin County Fair. A Major fund raiser for the school today.

Fund Raiser for Breanna Adams/ Kidney transplant

Jim and his family held a yard sale to raise funds for Breanna Adams who was in need of a kidney transplant.

Jim brought in a trailer load of potatoes donated from local farmers and sold bucket loads to customers. The event raised over \$2,500.

Muscular Dystrophy Association

Three of the Six children of Jim and Donna O'Connor are stricken with Muscular Dystrophy. Brenda Freepons the wife of a Cherry and Apple Farmer, Karen O'connor retired from Hanford and Julie O'Connor now residing at Canyon Lakes Restorative and Rehabilitation Nursing Facility.

They have been fundraisers for MDA for over 36 years.

Jim has taken particular interest in the Annual Gala. This fund raiser raises money for research and sending local children to MDA Summer Camp.

He has participated in many other fund raisers over the years for MDA.

Rooms for Free

Jim currently has ownership in two Commercial Buildings.

He has always had a soft heart for a sad story or someone hard up on their luck.

He gets excited about new innovations and projects and has over the years rented space in his buildings at extremely reasonable rates to start up companies.

Some of these being a start up computer company, an Attorney just beginning his practice , and at present a Hispanic Newspaper.

Years later the Computer Company gave Jim an Award of Appreciation for helping them get started.

Nominee's honors, awards, recognitions

Columbia Basin Development League

The Columbia Basin Development League named Jim O'Connor Trustee Emeritus for his 35 years of service to the organization.

Notes

While others reaped financial gains in the increased value of the land and from commodities produced, Jim was content with his role as facilitator of the process, which was his job. He was not envious of the success of those he worked with. Jim was unselfish and rarely if ever, sought publicity or attention for the achievements he attained for agriculture. (Rodney Moore)

Clark-Jennings Opens Kennewick Office

To better serve farmers and ranchers in Central Washington, a well-known firm is opening another farm and commercial loan office in Kennewick, under the direction of Jim O'Connor.

Clark-Jennings & Associates, with offices in Moses Lake, Yakima and Spokane, is adding its fourth major office, and Don Worley, manager of the Moses Lake location, says, "We're also adding new life insurance lines, served by Mutual of New York."

Jim O'Connor, who has been assistant manager at Moses Lake, has moved with his wife, Donna and five girls, and is living at 524 W. 18th in Kennewick. As manager of the new office,

Jim says, "Farmers and ranchers in the Tri-Cities region are welcome to take advantage of our services. The majority of farm and commercial loans are made for development of farm units and businesses. The balance goes for refinancing land purchase contracts for longer terms; and for general refinancing plus building and land improvements. If a loan can be made, we can make it at the best amount, rate, terms and conditions."

Worley points out that O'Connor, "... has had four years experience in farm banking in the Yakima Valley. He's gained valuable experience this past year working with Central Washington farmers — particularly

irrigation farmers in the Columbia Basin — from the Moses Lake office." Jim O'Connor has been a member of the Moses Lake Jr. Chamber of Commerce, and was chairman of the JayCee's Outstanding Young Farmer and Soil Conservation Farmer projects in 1964.

O'Connor concludes, "This experience gained — making loans of all kinds in this part of the state — has helped me understand and appreciate what we can do to help alleviate many financial problems faced by farmers and businessmen."

Meeting the other person halfway would be much more satisfactory if he had a better idea of distances.

Farm & Commercial

MORTGAGE LOANS

Another Office To Serve You!!

★ EXPANDED SERVICES... TO TRI-CITIES

FARMERS AND BUSINESSES!

★ EVERY TUESDAY RESERVED FOR

IN-OFFICE APPOINTMENTS!

CONTACT JIM O'CONNOR

110 N. WASHINGTON, KENNEWICK 582-8585

Clark-Jennings

Clark Jennings and Associates, Inc.

Mortgage Loan Specialists in

IN SPOKANE

Agricultural
Property



CLARK JENNINGS
President
Columbia Building
MA 4-5108

Commercial
Property



IN MOSES LAKE

IN YAKIMA

IN YAKIMA

IN PASCO



DICK WILLSEY
P. O. Box 592
118 West 4th Avenue
RO 5-7804



KIT CARSON
Operations Officer
P. O. Box 592
110 N. 2nd Street
248-5600



ANDRE CHARVET
Production Officer
P. O. Box 592
110 N. 2nd Street
248-5600

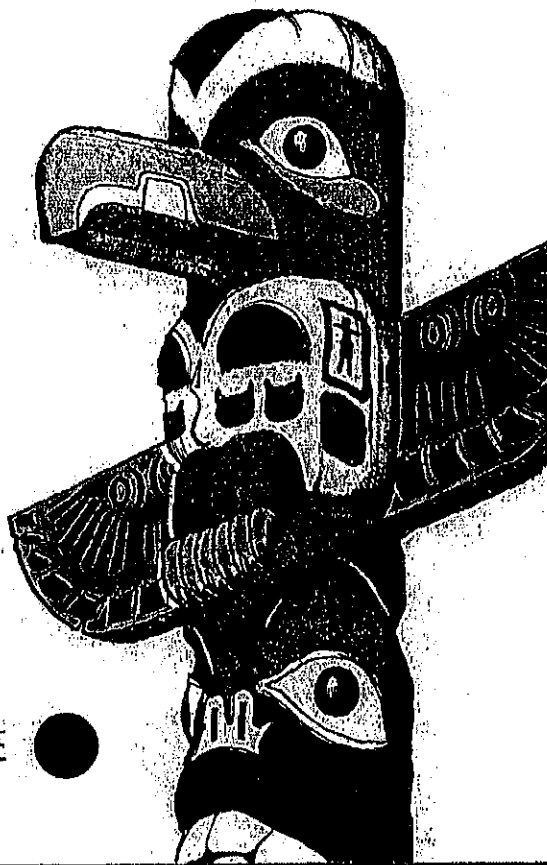


JIM O'CONNOR
P. O. Box 2592
10th and Sylvester
547-9751

The shaded area on this map shows the area served by Clark Jennings and Associates. They are thoroughly familiar with agricultural property and they have placed over 20 million dollars in farm and ranch loans for farmers and ranchers.

Agricultural Loan Correspondents Conference

yakima, washington, september 1970



CONNECTICUT MUTUAL LIFE ●

Jim O'Connor at the Agricultural Loan
Correspondents Conference 1970

Never the one to draw attention to
himself





*Twentieth
Agricultural Loan*

Correspondents Conference

THE CHINOOK
Yakima, Washington

SEPTEMBER 21, 22, 23, 1970

Connecticut Mutual Life
INSURANCE COMPANY • HARTFORD

The Port of Pasco and The Pasco Chamber of Commerce
Present the 10th annual

Agriculture Hall of Fame Gala Past, Present and Future

January 7th, 2010 - 6:00pm Social - 7:00pm Dinner
\$35.00 per person - \$240.00 tables of eight

Proudly Hosted by Columbia Basin Cellular
Giarde Center
2600 North 20th Pasco Washington

For more info: www.pascoreding.com (509) 547-2972



MONDAY, SEPTEMBER 21

MORNING, GARDEN ROOM

CHAIRMAN, DENZIL C. WARDEN

8:30 WELCOME*

CLARK O. JENNINGS, JR.
CM Correspondent, Yakima

RESPONSE -- INTRODUCTIONS -- ANNOUNCEMENTS
(A moment's pause to remember our friend, Sterling Hebbard)

INTEREST AND INTEREST RATES

EDWARD B. BATES
President

TODAY'S SCENE

Four CM Correspondents

M.D. (Bud) Webb, Phoenix
W.T. (Willie) Cox, Jr., Orlando

D.F. (Dan) Mulvihill, San Diego
Warren P. Hall, Billings

(Their remarks will provide the backdrop for Wednesday's Round Table)

INTERVAL

BACKGROUND FOR BEEF PANEL - CM's Interest GEORGE E. SCHWAB
Mortgage Investment Officer

PANEL: BEEF -- Production, Feeding, Slaughtering, Marketing, Economics

Dr. James H. Bell, Jr.

*General Manager, Deseret
Live Stock Company*

Dr. George F. Ellis, Jr.

*Partner, Coronado Cattle Co.
Partner, Baca Cattle Feeders*

Mr. E.J. (Junior) Miller

*President, VIM
Manager, E. A. Miller & Sons
Packing Company*

Dr. Gene L. Swackhamer

*Director of Research, Farm
Credit Administration*

QUESTIONS FROM: CM's Agricultural Field Force

David L. Cook, *Field Supervisor*
Bill L. Whitt, *Inspector*

Rodney H. Moore, *Appraiser*
J. R. Stovell, *Appraiser*

(Questions from the floor as time permits)

12:30 LUNCHEON

West Harvest Hall

EVENING

5:30 BUS DEPARTS CHINOOK HOTEL FOR FRONTIER MUSEUM

6:30 RECEPTION -- DINNER

Yakima Elks Club

GUEST SPEAKER

MR. ROBERT LUCAS
Editor, Yakima Herald Republic

**Ladies are invited and will be welcome at all sessions*



TUESDAY, SEPTEMBER 22

MORNING, GARDEN ROOM

CHAIRMAN, CLARK O. JENNINGS

8:30 BRIEFING FOR THE FIELD TRIP (Men and Women)

9:00 BUS DEPARTS CHINOOK for Hanson Warehouse in Yakima
(Separate Folder Provided)

This trip has been well arranged to show you some of the notable features and beauty of the Yakima River Valley. You will see apples on the tree, in the crate and stored in controlled atmosphere. You'll be told the significance of the alkali and leaf cutter bee in the alfalfa fields. You'll see peppermint and spearmint growing as well as vineyards, asparagus beds and the hop yards for which the valley is famous.

10:00 COFFEE BREAK

12:30 The climax of this pleasant trip will occur when we reach the beautiful home of Mr. and Mrs. Robert Thalheimer for a luncheon of salmon and barbequed ribs. (The Thalheimers are valued customers of both CM's Agency and Agricultural Loan Departments.)

(Return to Chinook at about 2:00 P.M.)

EVENING

6:30 SOCIAL HOUR

Garden Room

BANQUET

West Harvest Hall



WEDNESDAY, SEPTEMBER 23

MORNING, GARDEN ROOM

CHAIRMAN, GEORGE E. SCHWAB

1970 Conference Attendance Roster

8:00 ROUND-TABLE DISCUSSION:

Each authorized Correspondent will be called upon first, then others in the Correspondents' offices will be invited to comment as time permits. Any subject related to the AGRICULTURAL LOAN BUSINESS is eligible - the subjects suggested may be used or different ones introduced. Initially, five minutes will be given each correspondent.

(Questions should be directed through the Chair.)

INTERVAL

10:30 UNCONVENTIONAL AGRICULTURAL INVESTMENTS:
(Committed by CM over last 18 months)

VIM	GEORGE JUDAH, RODNEY MOORE AND GEORGE SCHWAB
MIDWESTERN FEEDING CO.	BILL WHITT AND DENZIL WARDEN
STOCKLAND FISHERIES	D. D. WOOD AND DENZIL WARDEN
C L RANCH	J. R. (BOB) STOVELL AND DAVID COOK
RAINER-DUNAVANT-REEVES	G. A. ROBINSON, JR. AND DAVID COOK
CASES UNDER CONSIDERATION - (If time Permits)	GEORGE SCHWAB

12:00 OUTLOOK D. C. WARDEN
Vice President, Agricultural Loan

12:30 LUNCHEON Forest Room
PIGS, PEOPLE, and PERSPECTIVE CHARLES J. ZIMMERMAN
Chairman of the Board

EVENING

6:30 HAWAIIAN LUAU (Featured by the Chinook)
HOSTS CLARK JENNINGS AND ASSOCIATES
*(On the Sundeck, if weather permits;
otherwise, Forest Hall.)*

Donald C. Archibald
Ward D. Armstrong
Robert C. Baker
Edward B. Bates
Kit L. Carson
Lake W. Coleman
George H. Champ
Andre P. Charvet
David L. Cook
W. T. Cox, Sr.
W. T. Cox, Jr.
Donald A. Dryer
Donald A. Dryer, Jr.
Percy M. Goodwin
Henry C. Hall, Jr.
Warren P. Hall
K. Norman Hansen
Dale Hibler
F. W. Holder, Jr.
Roland J. Howe
Claude B. Hurlbut
Arthur W. Isabelle
Clark O. Jennings, Jr.
Don Johnson

George A. Judah
James A. Laning, Jr.
Donald H. McMahan
Rodney H. Moore
Robert R. Morse
Daniel F. Mulvihill
Jim O'Connor
Harold M. Reed
G. A. Robinson, Jr.
Claiborn A. Saint
George E. Schwab
Rikard L. Sorensen
J. Robert Stovell
C. Lyle Smith
Denzil C. Warden
Milton D. Webb
James M. Webb
Bill L. Whitt
Donald F. Williams
L. G. Willis, Jr.
Richard J. Willsey
D. D. Wood
Donald Wood
Charles J. Zimmerman



Award Winners

OUTSTANDING CORRESPONDENT

C. (Cy) B. Moak	1955
Claude B. Hurlbut	1956
W. (Wiffy) T. Cox	1957
Millard G. Scott	1958
Ward (Ike) D. Armstrong	1959
Henry C. Hall, Sr.	1960
Sterling Hebbard	1961
Frederick P. Champ	1962
Harold A. Hausmann	1963
Hebbard & Webb	1964
Harold M. Reed	1966
Warren P. Hall	1968

Merit Award

George A. Judah	1962
Lake W. Coleman	1964
Bill Whitt	1968

The Order of the Golden Moments

Peter M. Fraser	1959
Ewart W. Goodwin	1960
Ward D. Armstrong	1961
H. Martin Tenney	1962
Henry C. Hall, Sr.	1968
Charles A. Banks	1968

Knights of the Ground Table

Claude B. Hurlbut	1961	Ewart W. Goodwin	1961
Ward D. Armstrong	1961	Frederick P. Champ	1961
Sterling Hebbard	1961	W. T. Cox, Sr.	1961
Claiborn A. Saint	1961	Henry C. Hall, Sr.	1961

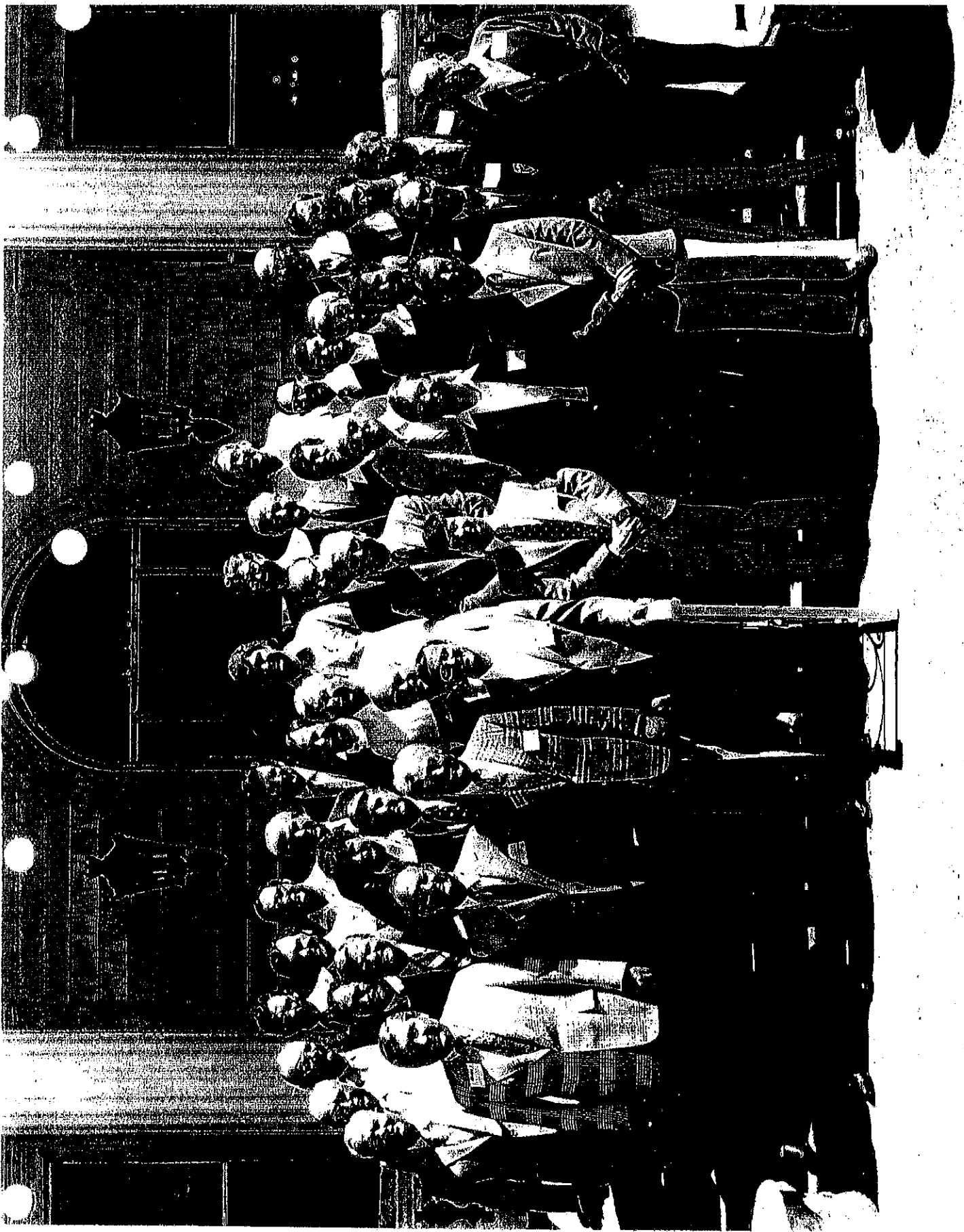
Quarter Century of Service

Claude B. Hurlbut	1964	Ward D. Armstrong	1966
Henry C. Hall, Sr.	1964	Sterling Hebbard	1968
Clay Saint	1968		



Previous Meetings

		<i>Host Correspondent</i>
1948	Salt Lake City, Utah	Frederick P. Champ
1949	Denver, Colorado	Henry C. Hall, Sr.
1950	Sacramento, California	Ward D. Armstrong
1951	San Antonio, Texas	H. L. Martin
1952	Phoenix, Arizona	Sterling Hebbard
1953	Hobe Sound, Florida	C. (Cy) B. Moak
1954	Pebble Beach, California	Ward D. Armstrong
1955	McAllen, Texas	H. L. Martin
1956	Sun Valley, Idaho	Frederick P. Champ
1957	Lubbock, Texas	Claude B. Hurlbut
1958	Rancho Santa Fe, California	Ewart W. Goodwin
1959	Winter Park, Florida	W. T. Cox
1960	Portland, Oregon	Donald A. Dryer
1961	Jackson, Mississippi	D. D. Wood
1962	Scottsdale, Arizona	Sterling Hebbard
1963	Hartford, Connecticut	Home Office
1964	Colorado Springs, Colorado	Henry C. Hall, Sr. and Warren P. Hall
1966	Fort Worth, Texas	David L. Cook and Roland J. Howe
1968	Memphis, Tennessee	G. A. Robinson, Jr.



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Dick Willsey

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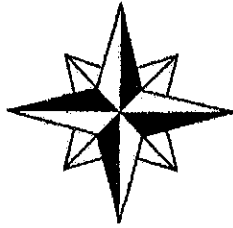
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*Jim O'Connor, Rodney Moore and Al Mottensen
in conf. room @ 1923 N. 20th Ave.*

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 **Clark Jennings & Associate
Financial and Real Estate Services**

DELIVERING LIFEBLOOD OF BASIN FARMERS

Delivering water to Basin Block 26

By KIMBERLEE CRAIG
Columbia Basin bureau chief

MATTAWA — Water delivery to Block 26, east of Mattawa, is expected by the spring of 1984 and will signal the end of development of the first phase of the Columbia Basin Irrigation Project.

An additional 13,000 acres of farm land will be brought under irrigation when water is made available to the area, said Carol Prochaska, spokeswoman for the Water and Power Resources Service.

The area will be served by a four mile extension of the Priest Rapids lateral of the Wahluke Branch Canal and divided into 87 farm units averaging about 144 acres in size, Mrs. Prochaska said.

Construction of the extension, a lateral and two wasteways is expected to begin in the spring of 1982 and take about 20 months to complete, she said.

Farm land in Block 26 will be the last area to receive irrigation water under the terms of the old repayment contract made between farmers and the federal government.

Average payments for farmers in the Columbia Basin Project are \$131.50 per acre over a 50-year period.

The extension of the Priest Rapids lateral will end just 5.5 miles from the banks of the Columbia River, north of Mattawa.

Engineers from the Water and Power Resources Service's Ephrata and Denver offices have been working on the design of the expansion since early 1980.

Study of the soil structure in the area has revealed a sandy quality leading the service to propose all of the farm units in the block be designated "special water delivery units."

That classification will limit irrigation methods to sprinkler units only, Mrs. Prochaska said.

The four-mile extension will wind toward the river along the contours of the slope above the town of Mattawa.

At the end of the lateral, one wasteway will carry excess water through a natural draw that twists down towards final discharge in the Columbia River, explained Dale Olson, chief

of the service's realty and appraisal division.

A side benefit of the water delivery will be the creation of a 60-foot waterfall in the wasteway just north of Mattawa that could become a tourist attraction during the irrigation season, much like Summer Falls, Olson said.

A new lateral, running south from the Priest Rapids extension will serve the land in Block 26 by gravity flow and eventually intersect with the Mattawa Drain.

The federal government already holds title to 3,000 acres in the block and the state Department of Natural Resources owns 2,600 acres of trust land in the area.

Included in the boundaries of Block 26 are 103 private land owners, Mrs. Prochaska said.

Of those, some are already irrigating through the use of wells, pumping from the Columbia River, or through special water contracts supplied from excess water used in neighboring Block 251 and 253, Mrs. Prochaska explained.

Of the 103 private landowners in the block, two have notified the Water and Power Resources Service that they do not want water delivery, she said.

The development of irrigated cropping patterns in the area is expected to follow the pattern of the rest of the Columbia Basin, said Tony Wright, an agricultural economist with the Grant-Adams area extension service.

"The same crops grown in other areas of the Basin will prevail," Wright said. "Grain crops — wheat and barley — potatoes, alfalfa and lots of orchard will be planted there once the water arrives."

Wright said the area's early growing season, which would allow cherry and apple growers to get first-of-the-season high prices, is one of the Wahluke Slope's assets.

But while he predicted the orchard industry's rapid growth in the area, he added a cautious note.

Wright said apple production all across the country is increasing, leading him to worry about possible over plantings in the rapidly growing Wahluke Slope.

physical shape and gives her a feeling of accomplishment.

"You know, I wonder if maybe I am proud of what I've done," Mrs. Harden said. "I love what I'm doing. I'd sooner do this than work in an office."

Mrs. Harden, 51, was raised on a wheat and cattle ranch in the Colockum. Her father, Mose Carr, was a longtime logger in the area. Mrs. Harden moved to her 60-acre ranch in 1956 and has always been the chief worker there while her husband, who had no farming background, worked in town.

In a tragic coincidence, he died in a spray plane accident in 1963 and he only son, Gary, died in a spray plane accident in 1979. After her husband died, she said, she just carried on with the family's year-to-year plan to start planting cherry trees.

After her son's death, Mrs. Harden said she wanted to just forget the farm but stuck with it until it became important to her again.

She's now starting to hire help but the past has done almost everything on her farm with help from her two daughters. That includes moving the huge boulders that nature planted along much of her ranch.

She cuts and bales her own hay and has 25 head of cattle and five pigs. She has 20 acres in alfalfa and 30 acres of cherry trees. The year her husband died, she said, the family started planting those trees, five acres at a time. Now she sprays the trees, mows the underbrush and moves her own irrigation water.

The part of her job Mrs. Harden dislikes most is the bookwork.

What Mrs. McLean, 33, finds most inconvenient about her job is her allergy to wheat. It keeps her away from the mill where her husband, John, does most of his seed processing business.



SHIF

April, 1981

'85 Columbia Basin crops worth record \$344 million

By BOB WOEHLER

Herald farm writer

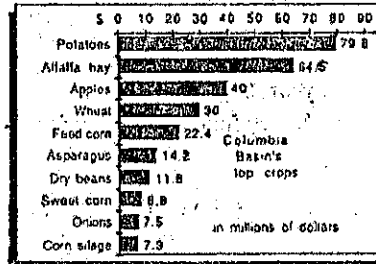
The Columbia Basin Project reported a record \$344 million in gross crop values in 1985, says the Bureau of Reclamation.

The \$344 million compared with \$338.6 million in 1984 and to the previous record of \$342.7 million in 1983.

While crop value overall was up, the average gross per acre dropped in 1985 to \$653.60 compared with \$657.76 in 1984, said Gene Bye, assistant manager for the Bureau of Reclamation's Columbia Basin Project office in Ephrata.

One reason for the increase was the 526,251 acres in crops in 1985 compared to 517,378 acres in 1984, a gain of 8,773 acres.

Other reasons for record earnings were improved prices and yields for some crops that more than offset price decreases and yield declines for the remainder of the crops, Bye said.



Herald/Sherry Emery

A. Desmond O'Rourke, Washington State University economist, said the diversity of the region is the main reason the Columbia Basin isn't showing the gloom and doom of the Midwest corn belt or the dryland wheat country of Washington.

"Even though potato and wheat earnings were down, alfalfa earnings were up, along with apples, asparagus and wine grapes," he said.

The corn belt's options are limited chiefly to corn, grains, soybeans and livestock, while the Basin has 40 different crops plus livestock.

Another reason was increased production for intensive high value crops like fruit, asparagus and wine grapes.

Price increases were recorded on four of the ten major crops, with alfalfa up 6 percent; apples up 6 percent; asparagus up 2 percent and dry edible beans up 1 percent.

The Columbia Basin gross crop value represents about one-fifth of all state crops, Bye said.

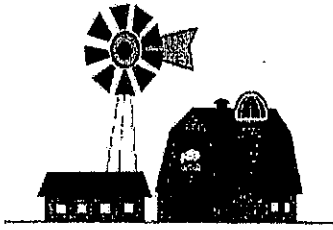
Fruit production continues to be an important part of the economy of the project with a total gross value of \$56.6 million exceeding the 1984 record of \$43.8 million.

As more and more orchards mature into full earning potential, the fruit values are expected to increase.

The apple crop value of \$40 million amounted to 11.7 percent of the total gross value of the Columbia Basin and is grown on only 2.4 percent of the acreage.

"As an added interest grapes, mostly wine grapes, have moved up to the number 11 spot with \$6.7 million in gross crop value in 1985."

cc: Rod Moore
Dore Richardson
Bill White
Bill Pascucci
Yalena



Clark Jennings & Associates

PARTIAL RELEASE APPLICATION CELEBRATION

Ladies and Gentlemen:

We, the organizers of the said Partial Release Celebration for the below-pictured honoree, hereby request the honor of your presence:

- (i) Honoree: James G. O'Connor
- (ii) Date: March 21, 1998
- (iii) Place: Double Tree – Pasco
- (iv) Times: 6:00 PM Social Hour
7:00 PM Dinner
8:00 PM Program



We hereby acknowledge our obligation to make merry of the reason above-mentioned, and in consideration of your consenting to taking steps to enforce the celebration, we hereby agree to pay respect and honor to the above mention person on the said date and time.

Yours very truly,
Friends and colleagues of Jim O'Connor
Clark Jennings & Associates, Inc.

RSVP – If you can not attend please send us a personal anecdote.

The Columbia Basin Development League named former President and current corporate broker, Jim O'Connor of Clark Jennings and Associates, Inc, Trustee Emeritus for his 35 years of service to the organization. Pictured above on the left is Ron Perkins of ----- awarding the certificate of appreciation to O'Connor at CJ & A corporate offices in Pasco. Mr. O'Connor has served as a board member, a trustee and advisor to the group. The League oversees the current and future development of the Columbia Basin Project, the largest irrigation project in the United States and through their efforts they were able to bring irrigation water to this region and thus the Columbia Basin Project was developed into one of the most productive farming regions in the United States. O'Connor wrote farm mortgage loans for many years through most of the insurance companies who saw a future in lending to farmers in this area. O'Connor is now working with second and third generation farmers in buying and selling farm properties. Clark Jennings has grown into a residential lender and real estate broker for all types of properties under his guidance. The company has enjoyed over 50 years of success in the Tri-Cities area. O'Connor and his wife Donna have been residents of Kennewick for 45 years. They have six adult children, most of who also reside in Kennewick.

