



Agricultural Marketing & Management Organization

2017 FARM MANAGEMENT

SPECIFICALLY DESIGNED FOR EASTERN WASHINGTON PRODUCERS

TRAINING PROGRAMS

A program of the Washington Association of Wheat Growers



Like us!





“What an excellent program! I would recommend this program as a requirement to anyone in a leadership position.” – AMMO attendee

Welcome to AMMO!

Welcome to AMMO – the Agricultural Marketing and Management Organization. Our goal is to help you increase your profitability by making better farm management decisions and we invite you to take part in the 2017 Farm Management Training Programs!

AMMO, a program of the Washington Association of Wheat Growers, has offered grower education programs since 2009. Continuing to reach farm managers across eastern Washington, AMMO provides educational opportunities and to provide an avenue for growers to connect with professionals and experts on many challenges facing agriculture.

Through producer feedback, we have designed the 2017 series to meet the challenges of today's agriculture industry. While some workshop topics are back by popular demand, others have been added to the roster. The AMMO group is proud to offer these 2017 programs for our customers and friends.

For advance registration and more information:

1.877.740.2666

Email: lori@wawg.org

wawg.org/ammo-workshops

2017 Program Calendar Table of Contents

Falling Numbers Forum	4
World Economic Outlook	5
Crop Insurance Outlook and FSA Tools	6
An Outlook on Ag Policy and Weather	7
Labor Management in Agriculture	8
Wheat College	9



31

JANUARY

FALLING NUMBERS FORUM

Time: 12 a.m. to 4 p.m. (lunch provided)

Location: Sherman McGregor Training Facility, Colfax, WA

Pre-registration cost: WAWG Members admitted free of charge
Non WAWG Members \$25 per person

Falling Numbers had a wide-spread impact on Pacific Northwest grain producers in 2016. This AMMO session will feature industry and research experts to discuss everything from what causes low falling numbers to how the falling number is used in grain marketing. We will also address steps the industry is taking in regards to falling numbers.

Guest speakers from USDA-ARS, WSU Extension, WSDA, United Grain Corp. and industry leaders will discuss:

- What causes low falling numbers
- The impact of low falling numbers on flour quality
- How is the falling number determined? (with test demonstration)
- Variety selection and low falling numbers
- The impact on grain marketing and industry action

9

FEBRUARY

WORLD ECONOMIC OUTLOOK

Time: 10:30 a.m. to 2 p.m. (lunch provided)

Location: Northern Quest Casino-Hotel, Airway Heights, WA

Pre-registration cost: WAWG Members admitted free of charge
Non WAWG Members \$25 per person

This AMMO session features two highly regarded and respected economic experts. They will discuss the world economic outlook as it relates to small grains, as well as the US and world supply and demand for wheat, corn and soybeans.

Mike Krueger



World Production vs. Record World Demand – Who Wins?

presented by Mike Krueger.

Founder of The Money Farm, a marketing advisory firm headquartered in Fargo, North Dakota, Mr. Krueger works with individual farmers, elevators and others associated with agriculture to maximize their marketing efforts.

Dr. Randy Fortenbery



Commodity Market Situation and Outlook

presented by Dr. Randy Fortenbery

Dr. Fortenbery holds the Thomas B. Mick Endowed Chair at Washington State University. He received his Ph.D. in agricultural economics from the University of Illinois-Urbana/Champaign.

15

FEBRUARY

16

FEBRUARY

CROP INSURANCE OUTLOOK AND FSA TOOLS

Time: 10 a.m. to 2 p.m. (lunch provided)

Location: Feb. 15 - Washington Wheat Foundation, Ritzville, WA

Feb. 16 - Marcus Whitman Hotel, Walla Walla, WA

Pre-registration cost: WAWG Members admitted free of charge
Non WAWG Members \$25 per person

Crop insurance is a critical risk management tool for wheat producers. Crop insurance experts will update attendees of new policy changes for 2017 and discuss options to better manage your risk in current economic conditions. Programs like Whole Farm Revenue and others may be valuable tools to use in your risk management decisions.

In this session, Farm Service Agency representatives will also be on hand to demonstrate the new FSA Farm+ online mapping tools where growers can view, and communicate back and forth with their FSA office.

21

FEBRUARY

OUTLOOK ON AG POLICY AND WEATHER

Time: 10:30 a.m. to 2 p.m. (lunch provided)

Location: Hilton Garden Inn, Airway Heights, WA

Pre-registration cost: WAWG Members admitted free of charge
Non WAWG Members \$25 per person

This AMMO session features an outlook on two essential components of the agriculture industry: weather and policy.

Dr. Elywnn Taylor



Weather Outlook 2017 and Beyond presented by Dr. Elywnn Taylor

Dr. Taylor is a professor at Iowa State University and has an extensive knowledge of mega-trends in technology and climate as related to agriculture. Dr. Taylor received his doctorate in Biology from Washington University in St. Louis and is a recipient of the Excellence in Extension Education award.

Dr. Barry Flinchbaugh



Future Ag Policy Under President Trump: What we can expect in 2017

presented by Dr. Barry Flinchbaugh

Dr. Barry Flinchbaugh is a top advisor to the USDA and a prominent professor of Agricultural Economics at a Midwest University. Flinchbaugh holds a Ph.D in Agricultural Economics from Purdue University. He applies his vast knowledge and experience in agriculture, economics, and politics and will stretch your imagination with his tell-it-like-it-is technique and approach.

“The topics were relevant and interesting. I appreciate the WAWG member benefit of continued education!” – AMMO attendee

28

FEBRUARY

1

MARCH

LABOR MANAGEMENT IN AGRICULTURE

Time: 10 a.m. to 2 p.m. (lunch provided)

Location: Feb 28 - Hilton Garden Inn, Airway Heights, WA

March 1 - Marcus Whitman Hotel, Walla Walla, WA

Pre-registration cost: WAWG Members admitted free of charge
Non WAWG Members \$25 per person

With recent changes to minimum wage and overtime laws, keeping up with regulations and documentation requirements can be a complex task for small farms and ag businesses. Experts will be on hand to sort out what really impacts ag employers.

The new Worker Protection Standards (WPS) go into effect January 2, 2017. WPS is an EPA regulation designed to protect ag employees who work around registered pesticides. This session will discuss WPS compliance, including training, record keeping and posting requirements. Pesticide credits to be offered.

27

APRIL

WHEAT COLLEGE

Time: 9 a.m. to 3 p.m. (lunch provided)

Location: Pasco, WA

Pre-registration cost: WAWG Members admitted free of charge
Non WAWG Members \$25 per person

AMMO is excited to continue the popular Wheat College as part of our 2017 line-up! The West Central Research and Extension Center in North Platte, NE has established a large effort in pesticide application research, and will have their travelling Pesticide Application Technology Lab, equipped with state-of-the-art greenhouse and wind tunnels, on site for our event.

This event will feature speaker Greg Kruger of the University of Nebraska-Lincoln.

Wheat College will also offer localized presentations from Washington State University Extension, including Russian Thistle resistance and more. Pesticide credits will be offered. Registration reminders will be mailed prior to the event.



Greg Kruger



Advance registration required three days prior to the program.

PLEASE be considerate of pre-registration deadlines.
These help your local food vendors better estimate our needs.

Program Costs:

Pre-registration program cost:

WAWG Members admitted free of charge

Non WAWG Members \$25 per person

How to Register:

Phone: 1-877-740-AMMO (2666)

E-mail: lori@wawg.org (please be sure to indicate the programs you are registering for)

Mail: Please send checks to AMMO, 109 E. First Ave., Ritzville, WA 99169

Registration forms are available on the AMMO website: wawg.org/ammo-workshops



Agricultural Marketing and Management Organization (AMMO) Members

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Washington Grain Commission

Hatley/Cobb Farmland Management

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QUESTIONS?

Call: 1-877-740-AMMO (2666) or Email: lori@wawwg.org