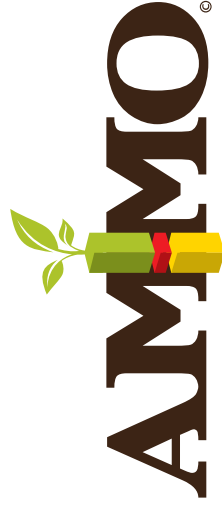


AGRICULTURAL MARKETING AND MANAGEMENT ORGANIZATION

[AMMO] MEMBERS

AgLink, Inc. Pomeroy Grain Growers
Almota Elevator Company ProPartners Financial
CliftonLarsonAllen Ritzville Warehouse Co.
Corteva Agriscience Scott's Tire Service
Hatley/Cobb Farmland Management Syngenta
Helena Chemical Company The McGregor Company
HighLine Grain Growers Tri-Cities Grain LLC
JW & Associates, PLLC Washington Grain Commission
Northwest Farm Credit Services Wheatland Bank
Pacific Northwest Farmers Cooperative Wilbur Ellis Co.



Agricultural Marketing & Management Organization

QUESTIONS?

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

wawwg.org/ammo-workshops

2019

FARM MANAGEMENT TRAINING PROGRAMS

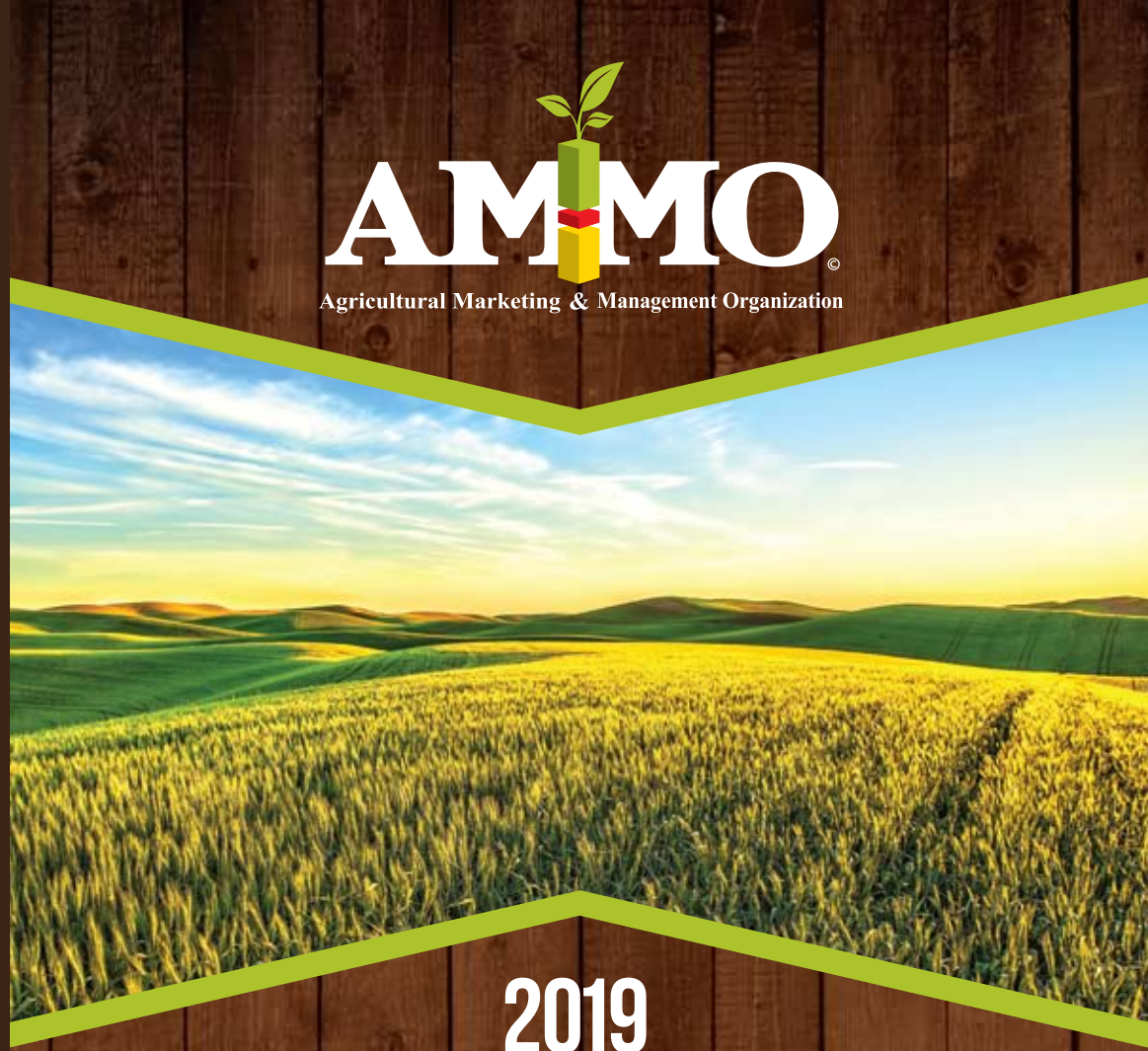
SPECIFICALLY DESIGNED FOR EASTERN WASHINGTON PRODUCERS



A program of the Washington Association of Wheat Growers



Like us!



2019 FARM MANAGEMENT TRAINING PROGRAMS



FEBRUARY 13 Spokane
Ag Policy and Weather Outlook
 10AM - 2PM

FEBRUARY 19 Spokane
Market Outlook and Understanding Market Behavior
 10AM - 2PM

FEBRUARY 28 Ritzville
Variety Options to Meet Today's Challenges
 10AM - 2PM

JUNE 6 Dayton
Wheat College: Live Interactive Demos
 9AM - 3PM

In addition to being a sponsor of WSU's Wheat Academy, AMMO is a Bronze sponsor of the **Pacific Northwest Farm Forum, to be held February 5-7** in conjunction with the Spokane Ag Expo. Seminar info can be found at www.agshow.org

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.

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

PRE-REGISTRATION PROGRAM COSTS:

WAWG Members admitted free of charge
 Non-WAWG Members \$25 per person



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 2019 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 2019 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 2019 programs for our customers and friends.

TABLE OF CONTENTS

Ag Policy and Weather Outlook	4
Market Outlook and the Four Rules of Understanding Market Behavior	6
Variety Options to Meet Today's Challenges	8
2019 Wheat College	10

For advance registration and more information:

1.877.740.2666
 Email: lori@wawg.org
wawg.org/ammo-workshops

For advance registration and more information:

1.877.740.2666

13

FEBRUARY

AG POLICY AND WEATHER OUTLOOK

Ag Policy Outlook presented by Clinton Griffiths & Working with the New Normal of Natural Weather and Climate presented by James Garriss

Time: 10:00 a.m. to 2 p.m. (lunch provided)

Location: Holiday Inn Airport, 1616 South Windsor Drive, Spokane, WA

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

**“The AMMO speakers were outstanding!
They brought a national perspective to
our area and provided an outlook on
what is to come.”** – AMMO attendee

Clinton Griffiths



Clinton Griffiths is the news anchor of AgDay TV, America's longest running nationally syndicated daily agricultural news program. With two decades of experience in the television and news business, Clinton brings an honest perspective of today's media landscape and the future of agriculture. This morning session will discuss the current ag policy landscape as well as what lies ahead for the future of agriculture.

James Garriss



The afternoon portion of the session will feature James Garriss who will discuss the new normal in weather and climate. Climate events thousands of miles away can hit the global economy. James will examine the factors shaping your weather – past, present and future.

Registration forms available on our website:

wawg.org/ammo-workshops

For advance registration and more information:

1.877.740.2666

19

FEBRUARY

MARKET OUTLOOK AND THE FOUR RULES OF UNDERSTANDING MARKET BEHAVIOR

Time: 10:00 a.m. to 2 p.m. (lunch provided)

Location: Holiday Inn Airport, 1616 South Windsor Drive, Spokane, WA

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

Darin Newsom



Darin Newsom, formerly with DTN, has 30 years experience analyzing commodity markets. This session will analyze the long-term market signals used to indicate where markets may be going and how the various sectors all influence one another. This session will look at cash, futures and basis as all three play a key role in determining what may happen long-term. Participants will also learn four simple rules to help understand market behavior.

“Information discussed during the AMMO sessions will help me make my marketing decisions in the coming year. I feel more equipped to analyze the markets and trends.” – AMMO attendee

For advance registration and more information:

1.877.740.2666

28

FEBRUARY

VARIETY OPTIONS TO MEET TODAY'S CHALLENGES

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

Location: Washington Wheat Foundation – 109 E 1st Ave. Ritzville, WA

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

Ryan Higginbotham



Protein management, rust resistance, pest management, and more. Today's challenges are real. Join agronomy experts including Ryan Higginbotham and others to discuss current wheat varieties available and how they perform in certain areas.

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

For advance registration and more information:
1.877.740.2666

6

JUNE

2019 WHEAT COLLEGE WITH INTERACTIVE DEMONSTRATIONS

Time: 10:00 a.m. to 2 p.m. (lunch provided)

Location: Dayton, WA

Pre-registration cost: Registration required, admittance is free of charge

AMMO is excited to continue the popular Wheat College as part of our 2019 line-up! This event will offer a mix of indoor and outdoor presentations, providing interactive demonstrations to share information on the latest agronomic research being conducted in the Pacific Northwest.

Wheat College will also offer localized presentations from WestBred and Washington State University Extension. Pesticide credits will be offered. Registration reminders will be mailed prior to the event.

“Live demonstrations helped me understand the processes. AMMO is a great member benefit!” – AMMO attendee



Registration forms available on our website:
wawg.org/ammo-workshops