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AMMO is a program of the Washington Association of Wheat Growers. Our goal is to help you increase your profitability by making better farm management decisions.

Washington Association of Wheat Growers
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FARM MANAGEMENT TRAINING PROGRAMS

SPECIFICALLY DESIGNED FOR EASTERN WASHINGTON PRODUCERS



2023

AMMO
Agricultural Marketing & Management Organization



Like us!

A program of the Washington Association of Wheat Growers



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 2023 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 provides an avenue for growers to connect with professionals and experts on many challenges facing agriculture.

Through producer feedback, we have designed the 2023 series to meet the challenges of today's agriculture industry. The AMMO group is proud to offer these 2023 programs for our customers and friends.

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Register Online



wawg.org/ammo-workshops

For more information: **Call:** 509.659.0610 or **Email:** kgilkey@wawg.org

ADVANCE REGISTRATION REQUIRED 3 DAYS PRIOR TO THE PROGRAM. PLEASE be considerate of pre-registration deadlines. These help your local food vendors better estimate our needs.

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

FEB 16

Herbicide Mixing and Spraying

What is the right mix for annual grasses and broadleaf weeds?

Thursday, February 16th

10:00 a.m. - Noon PST *(with lunch to follow)*

Washington Wheat Foundation

109 East 1st, Ritzville, WA

Jerry Ellis of Envu will be discussing how to mix your herbicides correctly using the WALES method to make the herbicides work the best. Also, he will share tips on pH and water conditioning that affect the way herbicides work. He will also discuss types of nozzles to use to prevent drift. The second hour will include discussion about controlling weeds in CRP with the following herbicides with the correct rates: Escort, Telar, Rejuvra, Opensight, Milestone, High Noon, and Transline.

There will be two pesticide credits available for attending this session.

Jerry Ellis



“Excellent and timely topics! We appreciated all the sessions and the variety of view and perspectives you provided.”

– AMMO attendee

FEB 17

Taxes and Business Update

Friday, February 17th

10:00 a.m. - Noon PST *(with lunch to follow)*

Marcus Whitman Hotel

6 Rose St., Walla Walla, WA

Ryan Janke, CPA is a shareholder with Leffel, Otis & Warwick specializing as a trusted business advisor with an emphasis on proactive income taxation and accounting services for farm and ranch businesses. This session will provide an update on changes to income and estate tax strategies moving into 2023. Being aware of these changes is important for your operation's bottom line. Learn how new or potential regulations will impact you.



Ryan Janke, CPA

FEB 23

Marketing Wheat in Volatile Times

Thursday, February 23rd

10:00 a.m. - Noon PST *(with lunch to follow)*

Best Western Wheatland Inn

701 N Main St., Colfax, WA

Rob Froom joined UGC in 2016 as the Senior Central Hedge Desk Manager at United Grain's Corporate office in Vancouver, WA and has the opportunity to meet growers directly, understanding their needs and helping them maximize their profits. Learn more about the global wheat market outlook as the supply and demand moves back and forth, the impact of the Ukrainian war, and how the strength of the U.S. dollar affects trade.



Rob Froom, United Grain Corp.

FEB 28

Wheat Market Outlook

Tuesday, February 28th

10:00 a.m. - Noon PST *(with lunch to follow)*
Hampton Inn-Spokane Airport
2010 S Assembly Rd., Spokane, WA

In a volatile market, marketing strategies are essential to manage your risk. In this session, we will look at market behaviors, price dynamics and market opportunities. Dr. Randy Fortenbery is a Professor, Thomas B. Mick Endowed Chair, at Washington State University. His research fields focus on agricultural price performance in local and national markets.



Dr. Randy Fortenbery

MAR 9 & 10

What Lies Ahead: An update from the NRCS and FSA

Thursday, March 9th

10:00 a.m. - 2:00 p.m. PST
Hampton Inn - Spokane Airport
2010 S Assembly Rd., Spokane WA

Friday, March 10th

10:00 a.m. - 2:00 p.m. PST
Red Lion Hotel
2525 N 20th Ave., Pasco, WA

Join the Farm Service Agency and Natural Resources Conservation Service for an informative session on what is new for 2023. Become aware of program changes, deadlines, and new opportunities for your operation. Wheat growers utilize key programs in everyday operations. This session will keep you in the loop and your operation moving forward.



JUNE 6

2023 Wheat College

Tuesday, June 6th

9:00 a.m. - 3:00 p.m. PST

Palouse Empire Fairgrounds

Colfax, WA

Pre-registration will be required.
Admittance will be free of charge.

AMMO is excited to continue the popular Wheat College as part of our 2023 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.

More detailed speaker and local demonstration information will be provided as we get closer to the event.

“Great topics, speaker & location! Wheat College is an excellent opportunity to gather and network with our neighbors in the ag industry while learning the latest industry trends.” *– AMMO attendee*