

South Puget Sound Grain Producer Survey



Stephen Bramwell

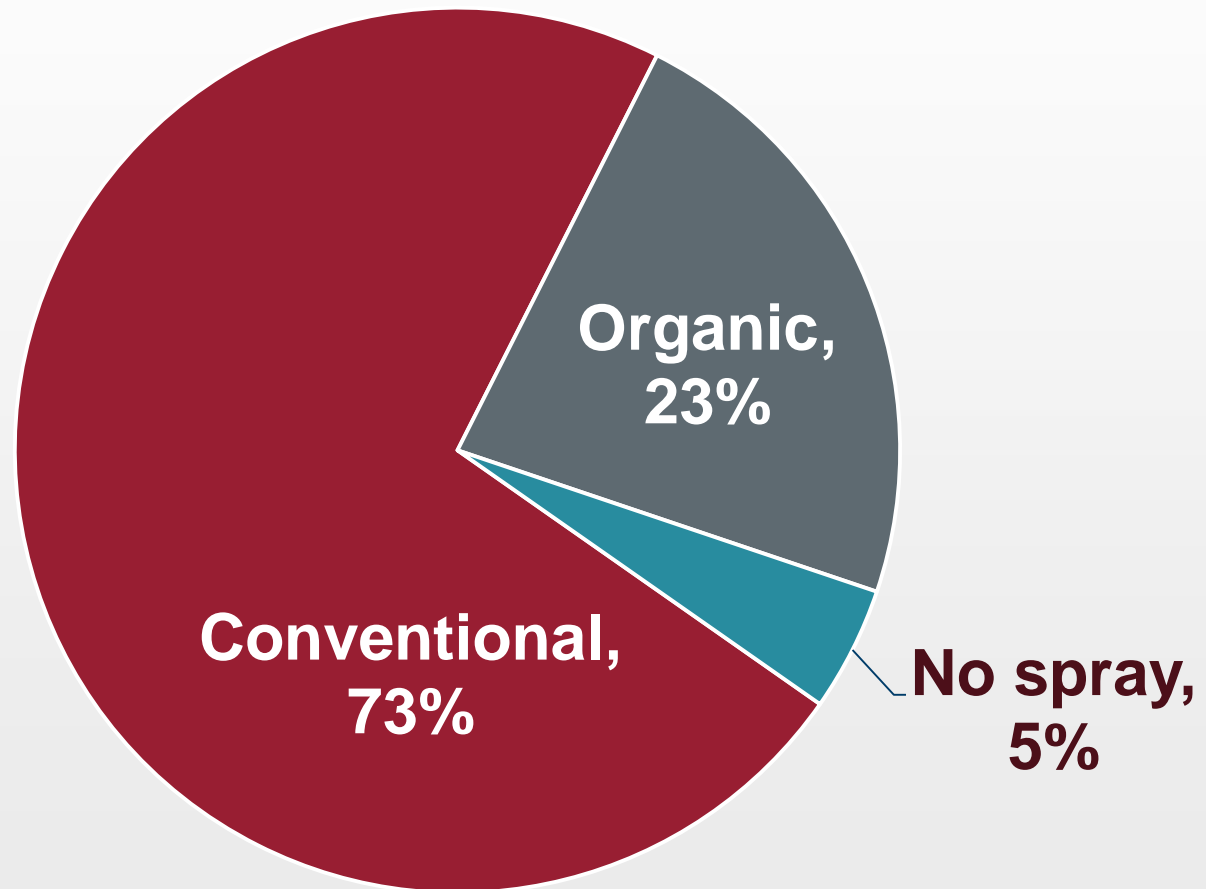
Monte Roden

8/29/2018

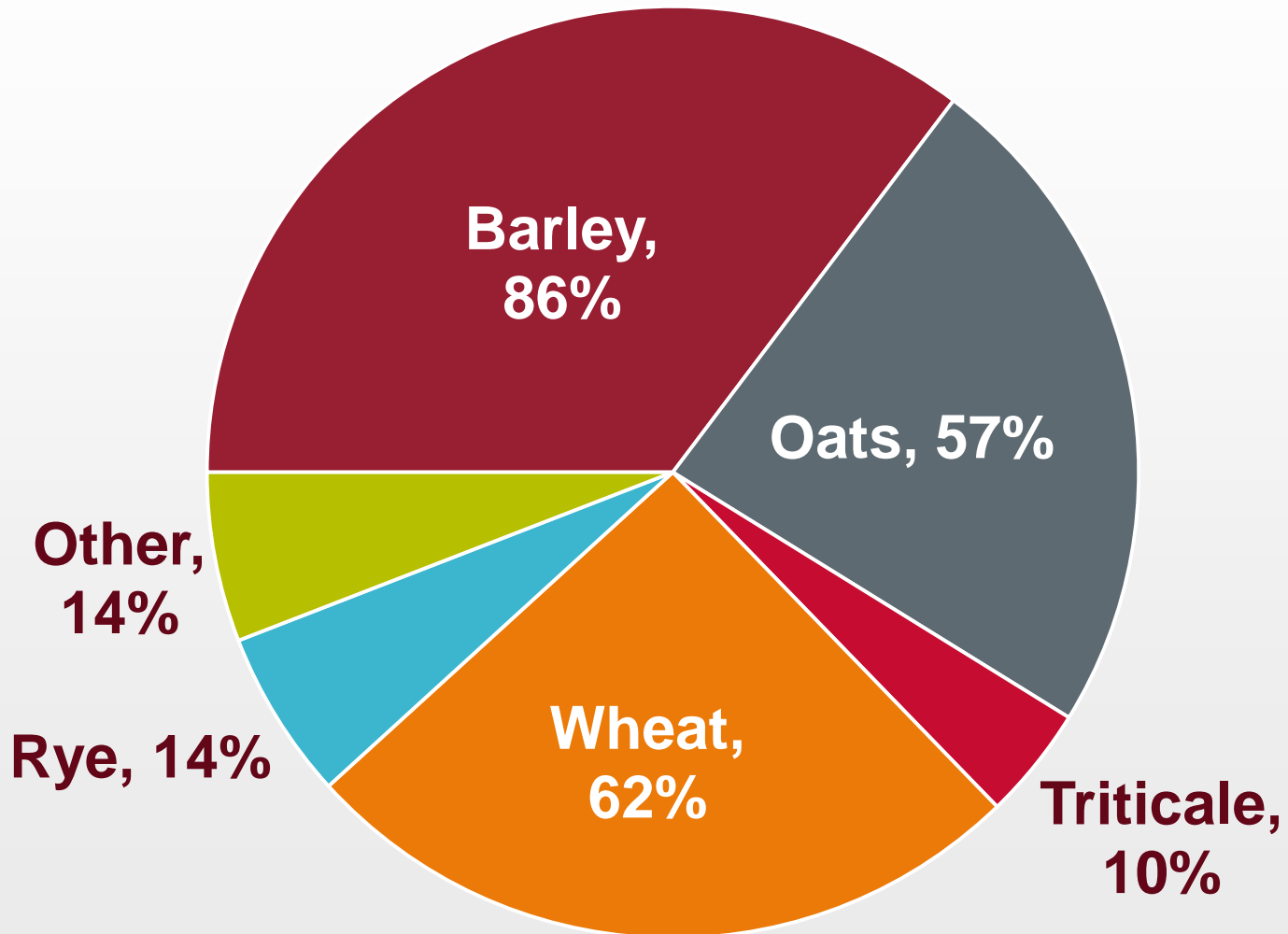
Survey of Farmer in Thurston, Lewis, Grays Harbor Counties

- 21 farmers interviewed
- 26 questions
- Focus on:
 - Current production
 - Sales prices
 - Storage and transport needs
 - What would change if pricing, storage, transport and marketing opportunities shifted in relation to a grain storage facility & regional sales opportunities?

Current production system



Grain grown



Grain grown

Production	Acres	Tons
Barley	1275	2089
Oats	322	98
Triticale	15	25
Wheat	704	736
Rye	0	0
Other	0	150
Total	2316	

USDA-NASS	Gray Harbor	Lewis	Thurston
Grain acreage	2281	1864	Not top 10 crop

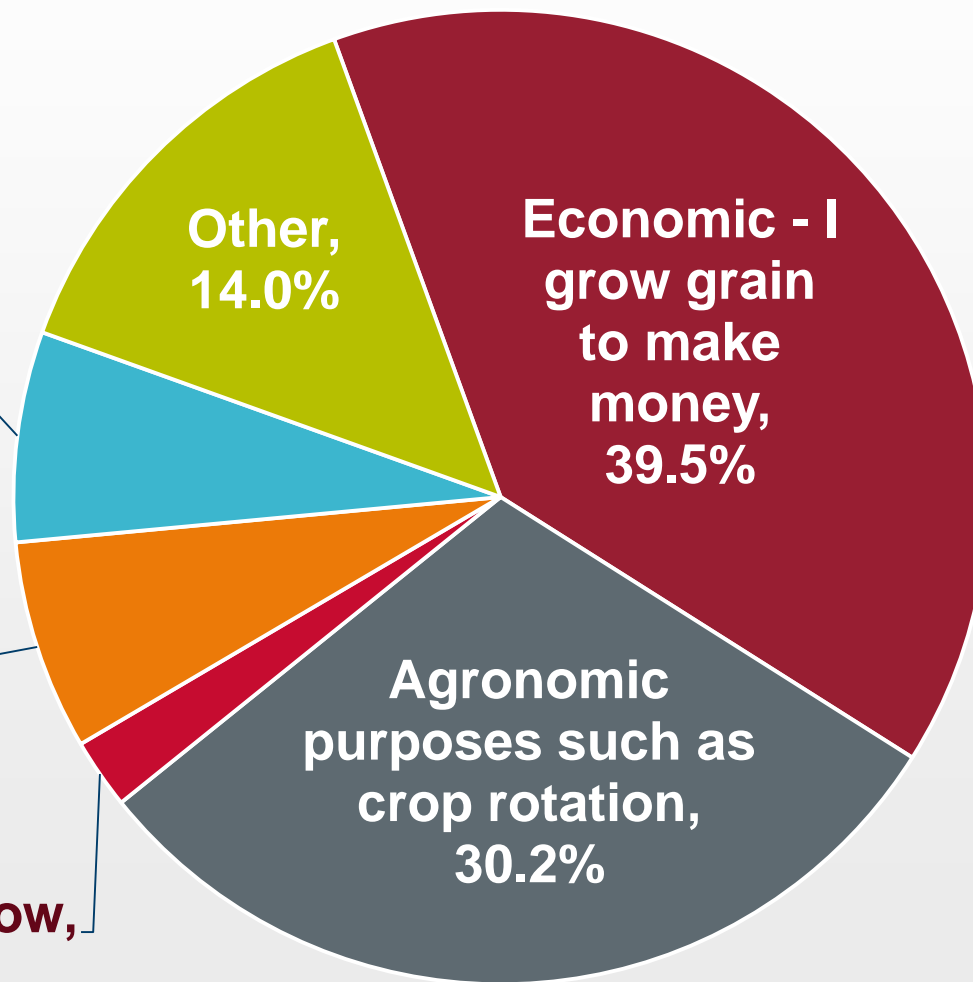
Total: 4145 acres

Why grain is grown

I have land that would go unused if I did not grow grain, 7.0%

It's relatively easy to grow grain compared to other crops, 7.0%

I know how, 2.3%



Current grain storage

Building with slab

Sacks

It goes away

1 ton totes

Silo

Bin

Bins and sacks

Tote sacks. Just bought a 3 ton silo.

No

Totes on pallets in barns.

Open and closed air barns.

N/A

In totes in a barn

Granary, bins

Concrete floor

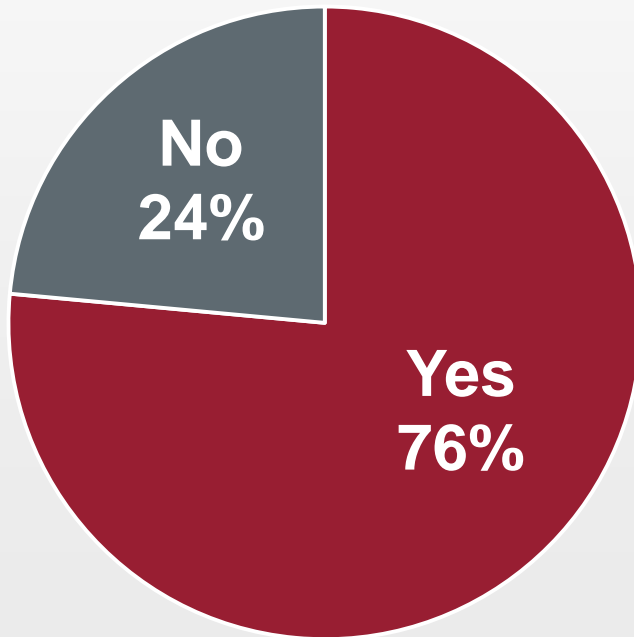
Silo

Flat storage

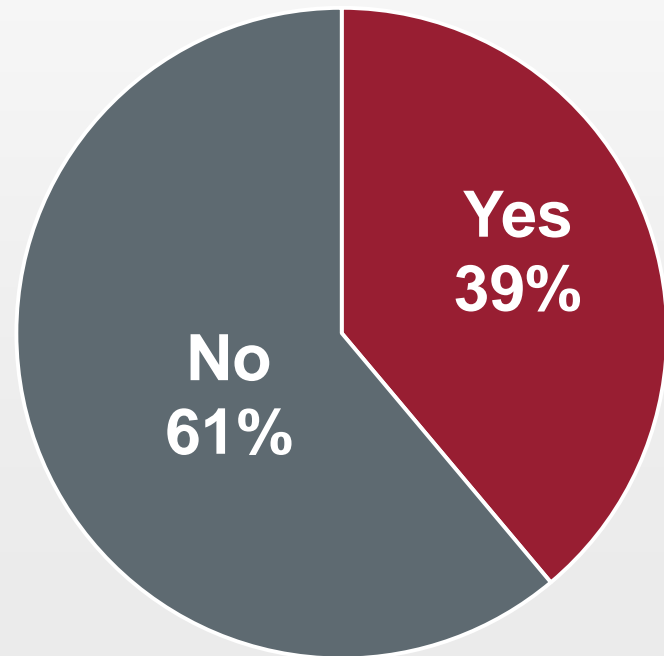
Flat storage

Total: 1,437 tons

Unmet storage needs?



Unmet transportation needs?



Storage capacity that would help

- Somewhere to put bushels. Switching to Red spring wheat next year.
- Yes
- External storage
- More bins
- Bins and storage
- More rummage resistant storage. Not space, but method of storage change would help.
- Off-site storage
- Any storage, don't want to be locked in
- Would need more covered storage if grew more grain.
- More storage, segregated storage
- More storage
- Food grade storage, pest problems
- 100 acres. prod., 230 tons would be good

Transport capacity that would help

- Yes. Trucks
- More trucking
- Daily transit
- A good market
- Grain truck, mill would buy peas, dump grain truck
- More augers and trucks
- Some markets cover transport (pick up). Some he delivers. But mostly people pick it up from him.
- Rail would open many possibilities
- Rail, large grain trucks would be good too
- Would have unmet if more barley was grown
- Port associated business with good rate could be interesting

Current prices received

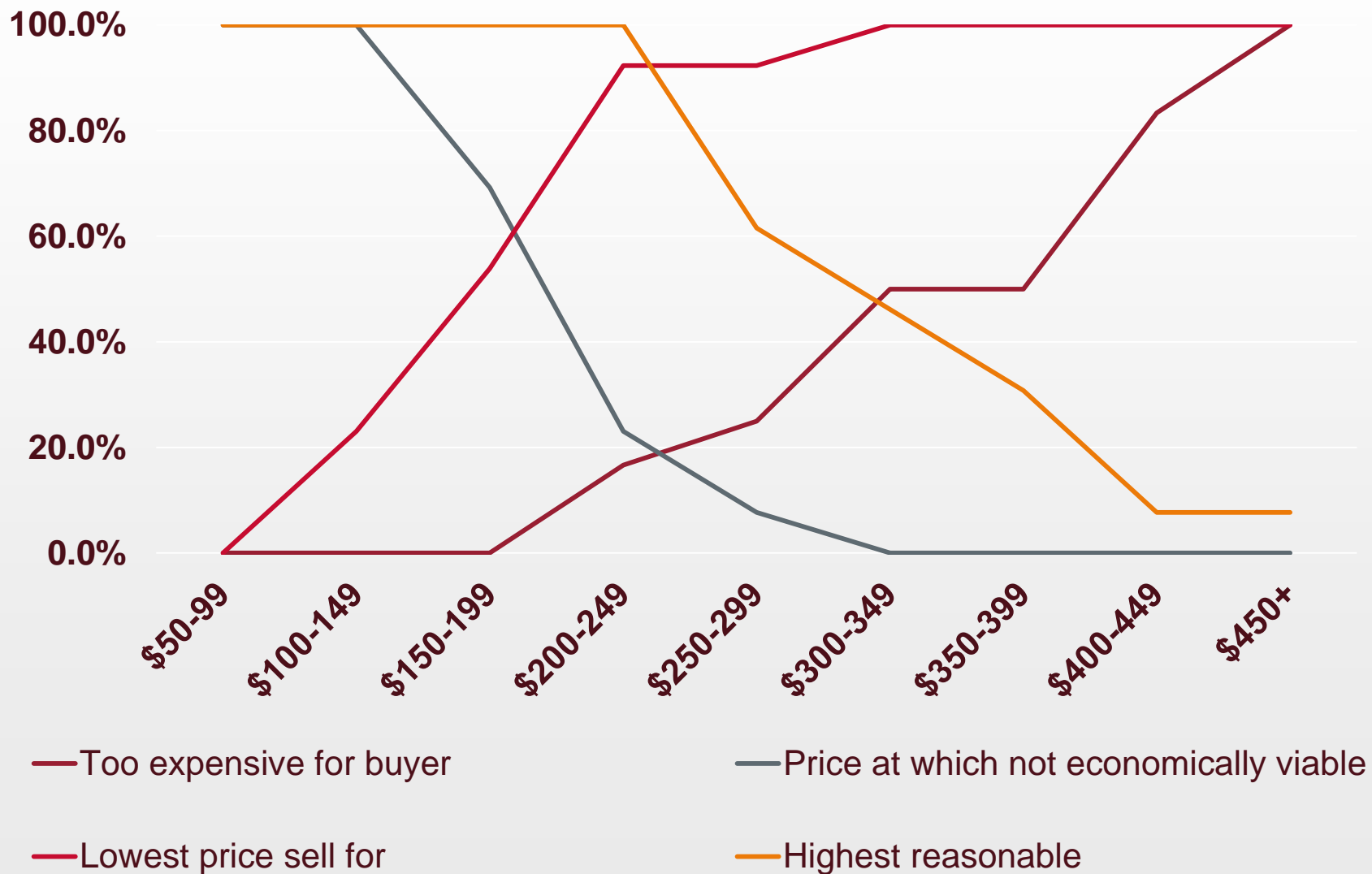
Pricing - current sales price	Totals
Barley (\$/ton)	245
Oats (\$/ton)	200
Triticale	
Wheat (\$/bu)	5.17
Rye	
Peas (\$/ton)	900

Change if guaranteed market price

Production	Acres	Acres	Change	Price offer
Barley	1275	1350	106%	200.00
Oats	322	600	186%	151.25
Triticale	15	10	67%	
Wheat	704	1055	150%	5.92

Production	Original Price
Barley	245.00
Oats	200.00
Triticale	
Wheat	5.17

Grain grower pricing analysis



Average prices by category

Barley	\$ per ton	\$ per bu
Price at which not economically viable	\$ 173.31	\$ 4.50
Lowest price sell for	\$ 186.54	\$ 5.01
Highest reasonable	\$ 288.85	\$ 7.30
Too expensive for buyer	\$ 386.25	\$ 9.25

Acres grown if price were highest fair

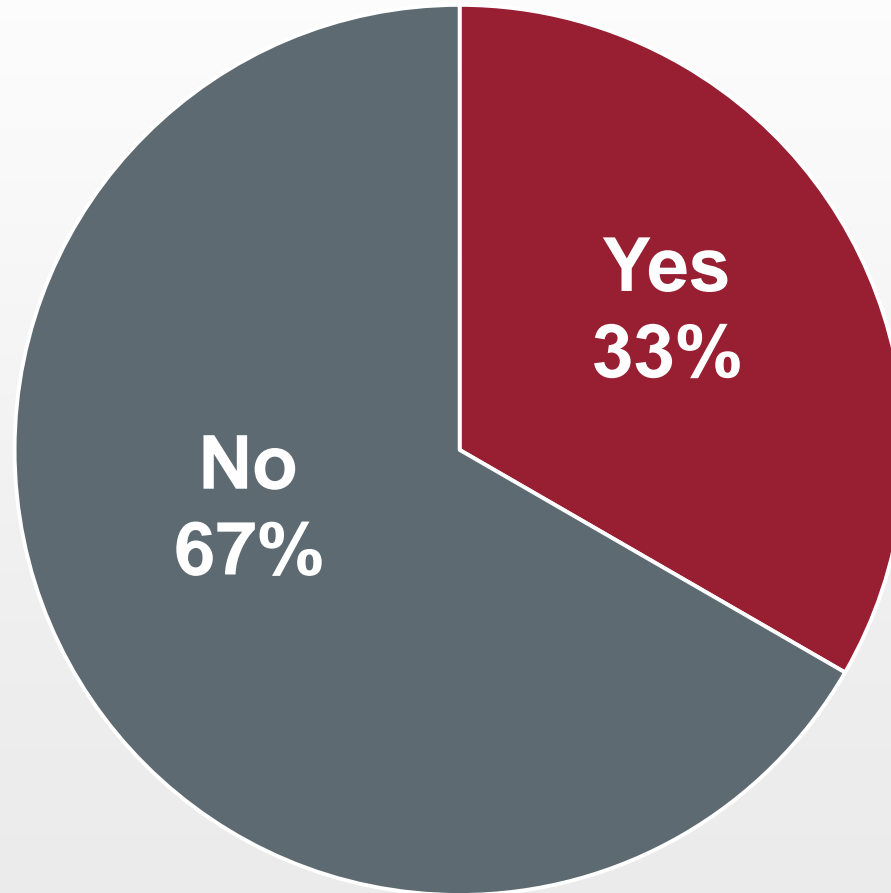
	Highest fair	Current	% inc.
Barley	2,042	1275	60%
Oats	1,150	322	357%
Wheat	1,785	704	253%

Average: 223%

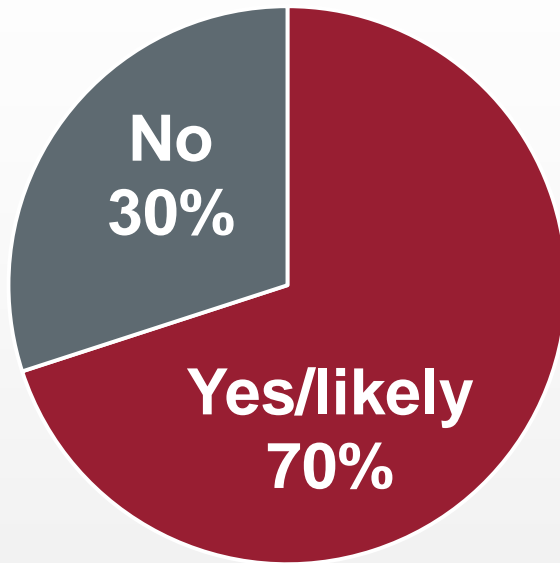
	Acreage inc.
Barley	767
Oats	828
Wheat	1,081

WAG: Average increase of
223% over 4145 acres = 9,243

Would grow organic?



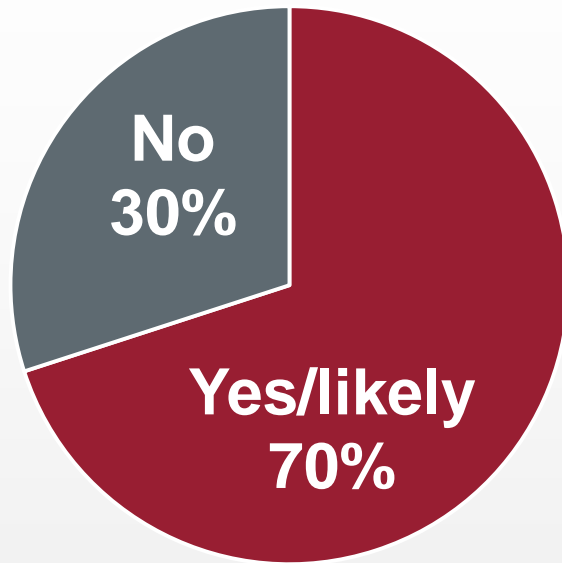
Would storage needs increase?



How?

- Segmented storage
- 10k tons capacity, Check out Canada, Wheatheart Manufacturing, fairly quickly
- Waterproof storage, rat free, augers, keep wet out
- 50 tons of storage for self, not sure about the rest of the market.
- Good sized storage facility, enough for everyone.
- 100 tons personally. 300 tons a week might be good for the fac.

Storage needs (cont)



- **Transloading and segregated storage are both needed**
- **Segmented storage would be needed, as would enough storage to meet the needs of the area**
- **Lots of storage for different grains, lots of seg., maybe sep. bins for different producers**
- **Local marketing would be good, I don't like to play the market, not worth it.**

Storage needs (cont)

Portable auger and storage for 300-400 ton, and ability to fill railroad cars, and a loader, scale, scale house and an office. If you had tank storage, probably have to building around the tank because of the wet weather. That or spray insulation to reduce . Build metal tanks are. 25 to 30k for 100 ton, pour a round base. Build four of those, 100k, another 50k into cement work and labor, 50k power and conduit work. 20k for scale, and a scale house. Figure this cost . start with 200 to 300 ton. Auger out of bin into loader, then over to railroad car. Others say it's higher. 2.5 to 3 million. 45,000 to build commodity shed for him. The problem is feed barley big commodities of it.

What transportation needs?

- More need, increase
- Grain trailer
- Contract grain haulers, maybe a 2 ton truck
- Grain truck pickup!
- Would need a bigger truck
- Fast truck unload, grain trucks would be good for facility. Fast unloading is a must. Minutes on the unload. Pit dump w/ auger.
- Rail is a must! Rail is what buyers use.
- No change, can do all transport that's needed.
- They would increase
- Would benefit from some kind of trucking service
- Probably would find someone to haul
- Not for me
- Potentially third party shipping if price was right

Functions at storage facility

