

# IDAHO BARLEY NEWS BRIEF

## Inside this Edition:

IBC and UI Extension offer grain marketing & management workshops  
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Fate of 2012 Farm Bill

**Idaho barley check-off dollars at work...** IBC presented two grain marketing webinars in Oct. and Nov. These on-line workshops were recorded and links can be found at...

## **2012/13 Grain Market Outlook & Understanding Technical Trends in Grain Futures** –

Presented by Kelly Olson and Craig Corbett. Link can be found at <http://connect.cals.uidaho.edu>

[/p47995616/](http://connect.cals.uidaho.edu/p47995616/)

## **Creating & Fine-tuning a 2012/13 Grain Marketing Plan** –

presented by Craig Corbett and Carley Garner, commodity broker. link can be found at <http://connect.cals.uidaho.edu>

[/p20437593/](http://connect.cals.uidaho.edu/p20437593/)

## **UI Extension teams up with IBC to deliver grain risk management education this winter**

For the second consecutive year, IBC has joined forces with county extension educators to deliver educational programs to Idaho's grain producers.

## **Coming Up in December and January...**

**IBC Basic Grain Marketing Workshops** - Dec. 4, 5 and 10 - see details below.

**Farm & Ranch Management Schools** - South-central and eastern Idaho extension are offering a 6-week series of classes beginning January 17 for 6 consecutive Thursdays in Pocatello and Rexburg - see registration details on page 2.

**Marketing Mondays in Lewiston** - Northern Idaho Extension is offering Marketing Monday sessions beginning in January. For more information contact Ken Hart at the Lewis County Extension office in Nez Perce at 208-937-2311.

## **Basic Grain Marketing Workshops -**

**Dec. 4 - How do grain markets work and what tools are available?**  
9:00 - 11:00 am at Rexburg Library, 73 N Center  
2:00 - 4:00 pm at the Idaho Farm Bureau main office in Pocatello, 275 Tierra Vista Dr., alongside I-15

**Dec. 5 - Developing a 2013 Grain Marketing Plan using cash and hedging tools and technical futures trading signals**  
8:00 - 11:00 am at Rexburg AmericInn, 1098 Golden Beauty Drive  
2:00 - 5:00 pm at Idaho Farm Bureau main office in Pocatello

**Dec. 10 - Making adjustments to your Grain Marketing Plan in Volatile Grain Markets**  
8:30 - 11:00 am at Rexburg Library at 73 N Center  
2:00 - 4:30 pm at the Idaho Farm Bureau main office in Pocatello

## UI Extension Farm & Ranch Management Schools -

### Rexburg – Madison Senior Center

Begins January 16<sup>th</sup> for six consecutive Wednesdays.

Classes are from 1:00 to 4:00 p.m.

### Pocatello – Bannock Co. Fairgrounds

Begins January 17<sup>th</sup> for six consecutive Thursdays.

Classes are from 1:00 to 4:00 p.m.

**Cost:** \$100 per operation

**Registration is required by January 11<sup>th</sup>, 2013.** Please call the Teton County Extension Office (208) 354-2961.

### TOPICS:

- ◆ Financial Statements
- ◆ Financial Analysis
- ◆ Machine Costs
- ◆ Enterprise Budgets
- ◆ Futures Markets
- ◆ Strategic Goals
- ◆ Mission Statements
- ◆ Cash Flow Budgets
- ◆ Six Factors Effecting Profit
- ◆ Employee Compensation



Idaho Barley Commission Chairman Dwight Little (right) presents the 2012 Idaho Barley Industry Service Award to National Barley Growers Association President Scott Brown (left). Brown is a barley producer from Soda Springs, Idaho and is completing his second year as NBGA president. This award was presented during the annual Idaho Grain Producers Award banquet on November 12 at the PNW Grain Conference at the Coeur d'Alene Resort.

## IBC promotes food barley in Asia

**As part of a multi-year strategic initiative to develop new varieties and markets for barleys suited for human consumption,** the Idaho Barley Commission sponsored a 10-day mission to three key Asian markets in early November. Representing the IBC on this mission was Tim Dillin, immediate past chairman of the commission and barley producer from Bonners Ferry, and Sam White, chief operating officer of PNW Farmers Cooperative based in Genesee, ID.



Dillin and White met with more than a dozen companies and trade associations in Japan, Taiwan and South Korea and found significant interest in the use of barley as a human food ingredient. Dillin noted that many of these companies were already using barley in several different products, including rice extenders, barley and rice ready to eat dishes, whole grain baked goods containing barley flour and popped barley snacks.

**Next steps ...** The IBC will be providing samples of food barley varieties that are well adapted to Idaho growing conditions for testing in these markets. Sam White of PNW Farmers Cooperative says he will continue discussions with many of the companies that he and Mr. Dillin met with to promote production contracts in north Idaho in 2013.



### Fate of the 2012 Farm Bill

Despite slow movement on fiscal cliff negotiations, odds remain fairly good that Congress will be able to finish a 2012 Farm Bill as part of an end of year debt deal. Congressional sources signaled late last week that the two agriculture committee chairmen and ranking members were working behind the scenes to iron out differences between the Senate and House farm bills and have been given the green light by leadership to attach a new five-year farm bill to the budget bill.

