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# FARM MANAGEMENT

SPECIFICALLY DESIGNED FOR EASTERN WASHINGTON PRODUCERS

# TRAINING PROGRAMS



A program of the Washington Association of Wheat Growers



For more information:  
**Call:** 1.877.740.2666  
**Email:** lori@wawg.org

Webinar registration is required prior to each program at:  
**WAWG.ORG/AMMO-WORKSHOPS**

**JANUARY 26** Webinar  
**What's Behind Seed Treatment?**  
 9AM - 10AM PST

**JANUARY 29** Webinar  
**The Building Blocks of Yield**  
 9AM - 10:30AM PST

**FEBRUARY 8** Webinar  
**Strategic Commodity Marketing**  
 9AM - 10:30AM PST

**FEBRUARY 11** Webinar  
**Wheat Lies Ahead for Ag Policy**  
 11AM - 12PM PST

**FEBRUARY 16** Webinar  
**America on the Edge**  
 1PM - 2:30PM PST

**FEBRUARY 18** Webinar  
**Wheat 101: What's new in 2021**  
 9AM - 10:30AM PST

**FEBRUARY 23** Webinar  
**Weather Risk in Wheat Production**  
 9AM - 10:30AM PST

**JUNE 15** In-person  
**Wheat College**  
 9AM - 3PM PDT

The **AMMO PROGRAM** is offered free of charge in 2021. Thank you to the following sponsors for making this possible:

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- Syngenta
- The McGregor Company
- Tri-Cities Grain, LLC
- Tri-State Seed Company
- Washington Grain Commission
- Washington State Crop Improvement Association
- Wheatland Bank



# 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 2021 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 2021 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 and adjusted to fit meeting requirements, which have allowed for an expanded series! The AMMO group is proud to offer these 2021 programs for our customers and friends.

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### WHEAT COLLEGE:

Wheat College registration information will be mailed out closer to the June 15th event date and will be required for meal planning purposes.



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Meeting restrictions are being monitored. Should a session need to convert to a webinar format due to travel restrictions, watch for updates from WAWG. **Webinars and Wheat College are free of charge in 2021.** Lunch included at any in-person session.



**“AMMO offers engaging and thought-provoking presenters. I enjoyed the webinar format as it allowed us to avoid the long distance travel and time commitment. It was a great interaction with fellow farmers!”** *-AMMO attendee*

**JAN 26**

## **WHAT'S BEHIND SEED TREATMENT** Webinar

**Speaker:** Syngenta

**Date:** Tuesday, January 26

**Time:** 9:00 a.m. - 10:00 a.m. PST

Learn the latest in seed treatment opportunities. Advancements in this area lead to improved germination, seedling vigor, plant stand and healthy root systems to get your crops off to a great start. In this session, experts will discuss the value of seed treatment, pollinators, formulations, and more, using Pacific Northwest examples. Don't miss this opportunity to realize your full yield potential at harvest!

**JAN 29**

## **THE BUILDING BLOCKS OF YIELD** Webinar

**Speaker:** Peter Johnson, (aka *Wheat Pete*)

**Date:** Friday, January 29

**Time:** 9:00 a.m. - 10:30 a.m. PST



Peter, @WheatPete, is the resident agronomist with Real Agriculture, where he posts a weekly podcast “Wheat Pete’s Word.” He is a regular on “Agronomy Monday” on Real Ag radio, Sirius Satellite Radio 147. Peter spent 30 years as the Ontario Cereal Specialist, and loves to talk anything agriculture, especially wheat! Peter operates a small farm near Lucan, Ontario, where he constantly tries out new production ideas, and where the “rubber hits the road!” He is enthusiastic and passionate about agriculture, and loves to be challenged by growers. He will discuss the building blocks of yield as a precursor for a more in-depth presentation at the live Wheat College event.

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**FEB 8**

## **STRATEGIC COMMODITY MARKETING** Webinar

**Speaker:** Dr. Randy Fortenbery, Washington State University

**Date:** Monday, February 8

**Time:** 9:00 a.m. - 10:30 a.m. PST



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 moving forward. In light of La Nina's impact on the Australian crop and ongoing trade issues with China, what is the outlook for the coming year, and what strategies should you put in place?

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 and, he is well known by producers for his delivery of wheat market information.

**FEB 11**

## **WHEAT LIES AHEAD FOR AG POLICY IN D.C.** Webinar

**Speaker:** National Association of Wheat Growers

**Date:** Thursday, February 11

**Time:** 11:00 a.m. - 12:00 p.m. PST

Meet your National Association of Wheat Growers staff! Get to know what is on the horizon with a new administration as work gets underway for a new Farm Bill. This session will give an overview of the trends in wheat production across the country to provide some context for the implications to farmers of Congressional action on trade policy and other important policy issues.



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**“AMMO programs help keep us informed of current issues, research, marketing opportunities, and more. Thank you to the Washington Association of Wheat Growers for adjusting to today’s meeting conditions!”** *—AMMO attendee*





**“Peter is extremely knowledgeable and his message resonated with me long after the event. I have enjoyed seeing him as part of the Tri-State Grain Growers Convention. Thank you to the AMMO program for offering such a high-caliber speaker!”** *- AMMO attendee*

**FEB 16**

## **AMERICA ON THE EDGE** Webinar

**Speaker:** Peter Zeihan

**Date:** Tuesday, February 16

**Time:** 1:00 p.m. - 2:30 p.m. PST



The world as we know it is ending. Global trade and everything that comes from it – cheap Asian goods, international energy markets, global agriculture, stable finance – is about to unravel. Out of all this the Americans – cast in both the role of disruptor and survivor – are making decisions that will shape both themselves and the rest of the world for decades. Get a sneak peak at the future of energy, agriculture, finance, and the role America will play in the world to come.

Peter Zeihan is a geopolitical strategist, which is a fancy way of saying he helps people understand how the world works. Peter combines an expert understanding of demography, economics, energy, politics, technology, and security to help clients best prepare for an uncertain future. With a keen eye toward what will drive tomorrow's headlines, his irreverent approach transforms topics that are normally dense and heavy into accessible, relevant takeaways for audiences of all types.

**FEB 18**

## **WHEAT 101: WHAT'S NEW IN 2021** Webinar

**Speakers:** Farm Service Agency and  
Natural Resources Conservation Service

**Date:** Thursday, February 18

**Time:** 9:00 a.m. - 10:30 a.m. PST

Join the Farm Service Agency and Natural Resources Conservation Service for an informative session on what is new for 2021. Be up to speed on 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. Don't miss it!

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**“Peter is an impressive speaker with extensive knowledge of the subject and he delivered the information fluidly. He offered a very informative presentation and we are looking forward to hearing more from him!”** *-AMMO attendee*



**FEB 23**

## **WEATHER RISK IN WHEAT PRODUCTION** *Webinar*

**Speaker:** Eric Snodgrass

**Date:** Tuesday, February 23

**Time:** 9:00 a.m. - 10:30 a.m. PST



Eric Snodgrass is the Principal Atmospheric Scientist for Nutrien Ag Solutions, where he develops predictive, analytical software solutions to manage weather risk for global production agriculture. He provides frequent weather updates that focus on how high-impact weather events influence global agriculture productivity. His current research uses machine learning to better understand field-level weather impacts on yields in the U.S. and to increase confidence in long-range weather prediction. He presents his research as a featured speaker where he

provides logistical guidance and solutions to weather-sensitive financial institutions, farmers, commodity traders, and other stakeholders.

**JUN 15**

## **WHEAT COLLEGE** *In-person*

**Speaker:** Pete Johnson, (*aka Wheat Pete*)  
in coordination with Corteva Agriscience

**Date:** Tuesday, June 15

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

**Location:** Wheatland Community Fairgrounds  
811 E. Main Street, Ritzville, WA



AMMO is excited to continue the popular Wheat College as part of our 2021 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. The featured speaker is Peter Johnson, aka Wheat Pete, who will return by popular grower demand.

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



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Washington Grain Commission  
Washington State Crop Improvement Association  
Wheatland Bank

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Our goal is to help you increase your profitability by making better farm management decisions.



Agricultural Marketing & Management Organization

### QUESTIONS?

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