FUNDEMENTALS OF GROWING
SMALL GRAINS FOR SEED

-Jordon Grimm
Grimm Farms
We are a 5th generation family farm which includes my parents Wayne and Rose Grimm. My wife, Ann, and I and our 7 sons Nathan, Nolan, Colman, Creytan, Logan, Leydan, and Toban.

- 25% conventional operation and 75% organic operation.
- Grow corn and soybeans conventional
- Grow corn, oats, soybeans, and rye organic
- Sell seed corn and beans
- Custom feed hogs to have a manure source
- Contract egg production flock for McMurray Hatchery
- Operate Blue Skies Terriers (Dogs we raised are pure bred Rat Terrier and Jack Russel Terrier and Soft Coated Wheaten Terriers.
- Operate Green Gables Landscaping. (a residential and commercial design & build company) (26 years)
- Operate American Septic & Hoe llc. (septic system installation and general hoe work company)
- Operate Hauling Green llc. (custom liquid hog manure application)
- Operate Spreading Green llc. (custom chicken manure transportation and application)
- Operate GoGettem llc (trucking company hauling flatbed, sidedump, and grain hoppers)
Let’s get to know you!

Have grown small grains for seed

Have not grown small grains for seed

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Have you grown small grains for seed for

Commercial

Own use

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1st step
RESEARCH
RESEARCH THE NEED FOR SEED!!
SUPPLY VS. DEMAND!!
GET ON GOOGLE OR......
HIRE THE GRANDKIDS TO DO IT FOR YOU
THEY ARE PROBABLY FASTER
TALK TO YOUR SEED SUPPLIERS --
ALSO LOCAL COOPS
ASK FOR COPIES OF CONTRACTS

"Sign here to indicate you have no idea what you've signed for."
Things to consider when looking at contracts

• When is delivery time period?
  1) consider interest cost of selling crop at harvest vs. delivery date
  2) consider storage capability and cost
  3) consider your manpower during delivery period
  4) consider storage risk for extended storage periods
Things to consider when looking at contracts

• Different production agreement types
  1) **Acre contract** (buyer agrees to buy total production of a set number of acres)
  2) **Bushel contract** (seller agrees to produce and deliver a set # of bu.)
  3) **Bushel contract with Act of God clause** (same as bushel contract but removes producer from liability to deliver, if crop is destroyed by an Act of God)
  4) **Hybrid contract** (buyer agrees to buy total production on agreed acres but limits price guarantee to a defined number of bpa)
  5) Some specialty seed contracts may include a minimum gross revenue per acre guarantee.
Growing for seed without a contract

It is a rewarding option if all goes well

But have a plan “b”
If possible, meet buyer in person or check out their facility

POSSIBLE PARTNER

MAYBE NOT!!!
OTHER CONSIDERATIONS BEFORE COMMITTING TO GROWING SMALL GRAINS FOR SEED
GET CERTIFIED!!!!

• OLDER VARIETIES WERE USUALLY UNIVERSITY GROWN AND USING YOUR OWN SEED TO RESELL WITHOUT PAYING ROYALTIES WAS NOT POLICED.

• NEWER SEED STOCK HAS MOSTLY BEEN DEVELOPED BY PRIVATE COMPANIES. OR RESEARCH WAS FUNDED BY PRIVATE COMPANIES. SO SELLING SEED RAISED FROM SEED THAT ROYALTIES HAVE NOT BEEN PAID ON DOES GET POLICED!

• CONTACT DOAN SCHMITZ with IOWA CROP IMPROVEMENT

doan@iastate.edu
DOES THE VOLUME OF NEED MESH WITH YOUR OPERATION?
JOE’S SEED NEEDS 3 ACRES OF SPECIALTY SMALL GRAIN SEED GROWN. IT HAS A POTENTIAL RETURN OF $1500/ACRE

If this is your drill

And your smallest bin, you’re not the guy
I MAY BE A GOOD PARTNER

12’ DRILL

PROPERLY SIZED STORAGE
DOES CONTRACT SCOPE AND TIMING FIT YOUR OPERATION?
1. IS THE EXTRA TIME AND EQUIPMENT NEEDED GOING TO RETURN MORE THAN WHAT I’M GIVING UP WORKING ON?

2. WHATEVER I’M CURRENTLY PRODUCING DO I HAVE, OR CAN I AFFORD THE NECESSARY EQUIPMENT NEEDED TO PRODUCE A SUCCESSFUL SEED CROP?

3. DO I HAVE THE MANPOWER, OR CAN I SOURCE THE NEEDED MANPOWER, TO RAISE AND DELIVER THE CROP?
Fundamentals by the season

Growing a successful seed crop depends on good weather and good planning. We can only control one of those, so we better do it to the best of our ability!
FALL

1) FERTILIZATION PLAN

*Know your needs for NPK and lime.
- 50 bpa rye removal 110n 33p 90k
- 100 bpa oats removal 108n 44p 113k
• GET MANURE SAMPLED AND LOTS OF THEM!!
• BE TIMELY WITH APPLICATION, PAY ATTENTION TO AMBIENT AND GROUND TEMPS
• WATCH FORCASTS CLOSELY
GETTING FERTILIZER ON SO WE CAN PLANT NEXT YEARS RYE
FALL

2) TILLAGE PLAN
- Get it done in a timely fashion
- Try something new each year
TEBBIN RIPPER 26” SPACEING 8” DEPTH
In-line ripping 18” depth 30” spacing
Tandem disk 6” depth 9”spacing
FALL

3) SEEDING PLAN

- If growing a fall seeded small grain, put as priority if you want a profitable seed crop the following year. (Rye or winter wheat)
THIS YEAR WE LEVELED GROUND TO TRY FROST SEEDING SOME SMALL GRAINS EARLY SPRING/LATE WINTER.
EARLY WINTER

- SEED SELECTION (COMMUNICATE)
- HOME GROWN
- BUYER SUPPLIED
- PRODUCTION CYCLE CALENDAR
- PLANNING
- EQUIPMENT PLANNING
- STORAGE PLANNING
MAKE SURE YOU HAVE THE RIGHT EQUIPMENT
MAKE SURE IT’S MECHANICALLY READY FOR THE SEASON
CLEAN EQUIPMENT TO PREVENT CONTAMINATION
EVEN THE HIDDEN PARTS
SPRING
RECHECK SEED GERM A MONTH B4 PLANTING!!
BE READY, DOUBLE CHECK EVERYTHING
DON’T OVERLOOK THIS FOR CONTAMINATION
SCOUT FIELDS EARLY
DO A TEST RUN OF ALL SEEDERS IN THE YARD
PLANT TIMELY !!
AND EARLY!!
THIS YEAR THAT MENT NO SLEEP 😞
ACCURATE PLANTING

Field Area: 116.4 Ac
Seed Rate: 4 608500 Seeds/Ac
Speed: 9.8 MPH
SUMMER
SCOUT FIELDS, HAVE CERTIFIER AND BUYER SEE THEM
KNOW AND APPLY INSECTICIDE FUNGICIDE AND FERTILIZER ACCORDING TO WHATS PERMISSABLE AND KNOW ESTIMATED ROI FOR EACH

ORGANIC

TRADITIONAL
ALMOST TIME!!
BE PREPARED FOR A TIMELY HARVEST
CLEAN TRUCKS
HARVEST OPTIONS

TAKE STANDING

SWATH AND PICK UP

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STANDING

ONE LESS PIECE OF EQUIPMENT/PASS

YOU KNOW GRAIN QUALITY WHEN CUT/POSSIBLE TW DISADVANTAGE
SWATHING

MORE EVEN DRYING/POSSIBLE TW GAIN

POTENTIAL FOR QUALITY LOSS TO WEATHER

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DRYING

**MIXED FLOW DRYER**

**SCREEN DRYER/TOWER DRYER**

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DRY SEED SLOW!
KNOW REQUIRED MOISTURE, SAMPLE OFTEN, ADJUST FINAL MOISTURE DEPENDING ON DELIVERY PERIOD IF NECESSARY
BUY A HIGH QUALITY MOISTURE AND TESTWEIGH TESTER!
SEED QUALITY DEMANDS ACCURATE MOISTURE!!
HANDLE SEED THE LEAST YOU CAN AND AS GENTLY AS POSSIBLE
DOCUMENT WHERE SEED IS STORED
SEED CLEANING
ALMAZ SEED CLEANER
LAST STEP..... DELIVERY
CLEAN TRAILERS
CLEAN AUGERS
COMMUNICATE AND BE TIMELY WITH DELIVERY!!!
BECAUSE THE CUSTOMER IS ALWAYS RIGHT!!
CONSIDER “REAL” COST OF DELIVERY
THINGS MAY COME TO THOSE WHO WAIT, BUT ONLY THE THINGS LEFT BY THOSE THAT HUSTLE

.......ABE LINCOLN