

## Grain Grower Survey

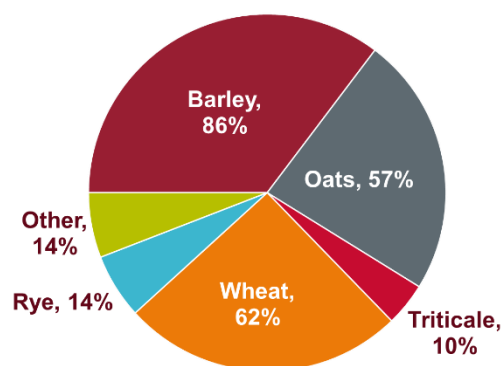
Selected results from a grain grower and grain buyer survey completed in 2018 among growers in Thurston, Lewis, and Greys Harbor Counties, WA. Work funded by the WSU undergraduate internship program. For questions contact: [bramwell@wsu.edu](mailto:bramwell@wsu.edu).

### Survey

21 growers surveyed  
73% conventional  
23% organic  
5% no spray

**Table 1. Total production among grain growers**

Production	Acres
Barley	1275
Oats	322
Triticale	15
Wheat	704
Rye	0
Other	0
Total	2316



**Figure 1. Relative amount of different grains produced in the region.**



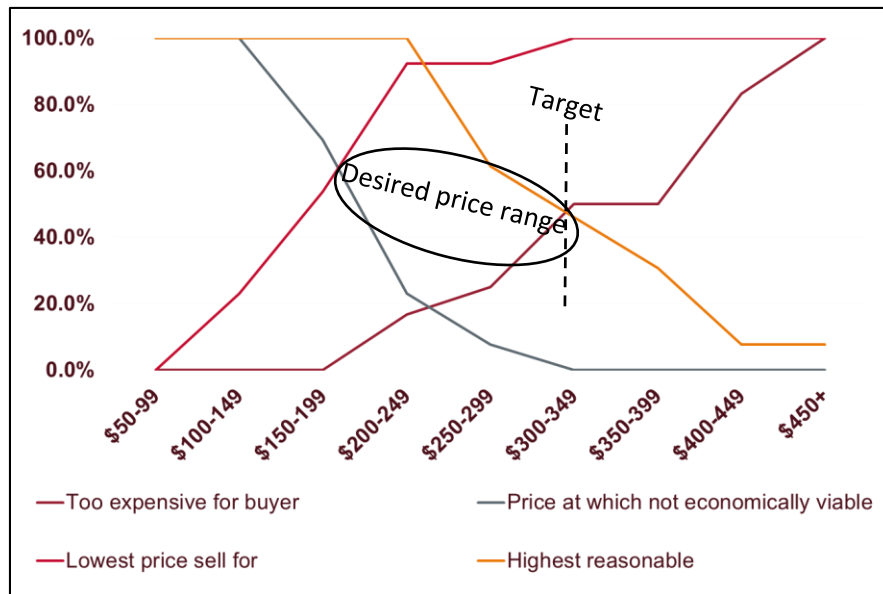
**Evaluation of Existence of Unmet Storage Needs:** 76% yes, 24% no

**Table 2. Grower Responses Regarding Storage Resources that Would Be Helpful**

<ul style="list-style-type: none"> <li>Somewhere to put bushels (capacity)</li> <li>Switching to Red spring wheat next year (improved market, market assurance)</li> <li>Yes (more capacity generally)</li> <li>External storage</li> <li>More bins</li> <li>Bins and storage</li> <li>More rummage resistant storage. Not space, but method of storage change would help.</li> </ul>	<ul style="list-style-type: none"> <li>Off-site storage</li> <li>Any storage, don't want to be locked in</li> <li>Would need more covered storage if grew more grain.</li> <li>More storage, segregated storage</li> <li>More storage</li> <li>Food grade storage, pest problems</li> <li>100 acres. prod., 230 tons storage would be good</li> </ul>
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**Table 3. Change in production if Growers Received a Price Guarantee with No Price Change**

Production	Acres (current)	Acres (change)	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



**Figure 2. Farmer Pricing Targets for Barley (\$/ton)**

**Table 4. Farmer Perceptions of Low, Fair and High Pricing for Barley**

Pricing Category	\$ 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

\*(data available for other grains)

**Table 5. Acres Grown if Farmers Received Self-Identified 'Highest Reasonable' Price**

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

### Farmer Identified Primary Storage Needs if Production Increased

- 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.
- 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.



**Figure 3. Functions Identified by Farmers that Should Be at a Storage Facility**



By **Stephen Bramwell**, WSU Thurston County Extension. **Monte Roden**, undergraduate intern, WSU Thurston County Extension. Extension programs and employment are available to all without discrimination. Evidence of noncompliance may be reported through your local Extension office or to the WSU Center for Human Rights.