



# Producer Handbook 2022-2023

**Barley MVP™**



GET MORE OUT OF YOUR ACRES.

Introducing Barley MVP™, a program giving you the resources to grow a better crop for a new market—with no drastic changes to your rotation. Not only will you get greater market definition and reliable risk management, you’ll also unlock access to select seed varieties from the region’s leading breeders.



Top yielding seed varieties



Balanced risk management



Market access



Competitive prices

“The Scoular Barley MVP Program was a great fit for our farm. We planted in the fall, freeing-up time in the spring allowing us to harvest earlier. With water availability being an unknown this past year, it was great to get the crop off early to give us flexibility with our water on late seasons crops. The Emerge™ plant’s automated delivery system was quick and easy to use, making hauling nothing more than a simple drive.” – Matt Bulcher



Producer Matt Bulcher in Hansen, Idaho.

WHY BARLEY?

Support Sustainable Growing Practices With This Profitable Crop Rotation Option.

Barley is an economically viable crop. One of the biggest benefits to growing barley is that it has a relatively low input cost while still achieving top end yield. Barley naturally requires less water and fertilizer to grow and can be harvested earlier in the season. Plus, it’s price competitive against wheat. Meaning, your initial investment could be lower and your potential profit margin is competitive, potentially even higher.

	Winter Barley	Spring Barley	Wheat
Uses less water and fertilizer to achieve top end yield	X	X	
Hardiness to drought and heat	X		
Straw has great marketability and breaks down easier (aiding in good soil conditioning)	X	X	
Great yield potential in sub quality soil*	X	X	

\* according to commercial farm data

Profitable Economic Return

Commercial farm data from Scoular purchase contracts over last 3 years has shown yield potential of 180 bushels per acre (bpa) with upside potential to 200 bpa for barley. In 2022, 13 growers exceeded 200 bushel/acre with the top yield being 247 bushel/acre.

Double Cropping Options

One of the advantages farmers see with winter barley is the early harvest and the time it gives them to produce a second forage crop. With forage demand high, farmers are experimenting with several double crop options that are returning an additional \$3-500/ acre, including:

- Barley, harrowing, planting low rate of spring barley (50lbs.). Chop for forage 8 ton/acre.
- Oats, plant oats into stubble. Chop for forage.
- Sorghum / Sundan grass green. Chop 10-15 ton/acre.
- Triticale
- Planting alfalfa early, allowing for first cutting paying for seed and ground prep.

Let’s See The Numbers

On farm results show winter barley yields roughly 30 bpa higher than winter wheat. So, a farmer who typically grows 120 bpa wheat could expect 150 bpa barley. Consequently, a high input grower who raises 150 bpa wheat could expect 180 bpa barley.

“Harvesting our winter barley in mid July will allow us to harvest our first cutting of alfalfa this fall, which pays for seed and ground work that normally wouldn’t happen until June of next year. The economics just work, and work well!” – Dustin Miller (Mix Miller Farms)





WATER SAVINGS

Winter barley is a short season crop that provides the farmer with options over other grains. An impactful benefit is that barley has a shorter irrigation season, allowing farmers to use water saved on other higher value crops. A great illustration of this water timing is to compare the seasonal water use (ET) of winter wheat and winter barley, compared to actual water saved at USDA-ARS Aberdeen sight over 3 years. Water saved was nearly triple the amount expected by water (ET) data: 2 inches vs. 5.7 inches.

USDA-ARS Aberdeen Irrigation Comparison: Winter Barley vs. Winter Wheat

2021 Winter Barley	Date	Irrigation (In)	2021 Winter Wheat (2 sight ave.)	Date	Irrigation (In)
First irrigation	4/26/2021		First irrigation	5/1/2021	
Last irrigation	6/28/2021	12.4"	Last irrigation	7/7/2021	17.75"
2020 Winter Barley	Date	Irrigation (In)	2020 Winter Wheat	Date	Irrigation (In)
First irrigation	5/4/2020		First irrigation	5/6/2020	
Last irrigation	6/15/2020	10.0"	Last irrigation	7/8/2021	16.8"
2019 Winter Barley	Date	Irrigation (In)	2019 Winter Wheat	Date	Irrigation (In)
First irrigation	5/7/2019		First irrigation	5/6/2020	
Last irrigation	6/20/2019	7.2"	Last irrigation	7/18/2021	12.18"
3-year Average 9.87"			3-year Average 15.58"		
3-year average annual water savings 5.71"					

Xi Liang, Ph.D. Associate Professor, Department of Plant Sciences University of Idaho - Aberdeen Research and Extension Center

“Timing of water demand is as important as the volume of water needed.”  
-Dr. Howard Neibling



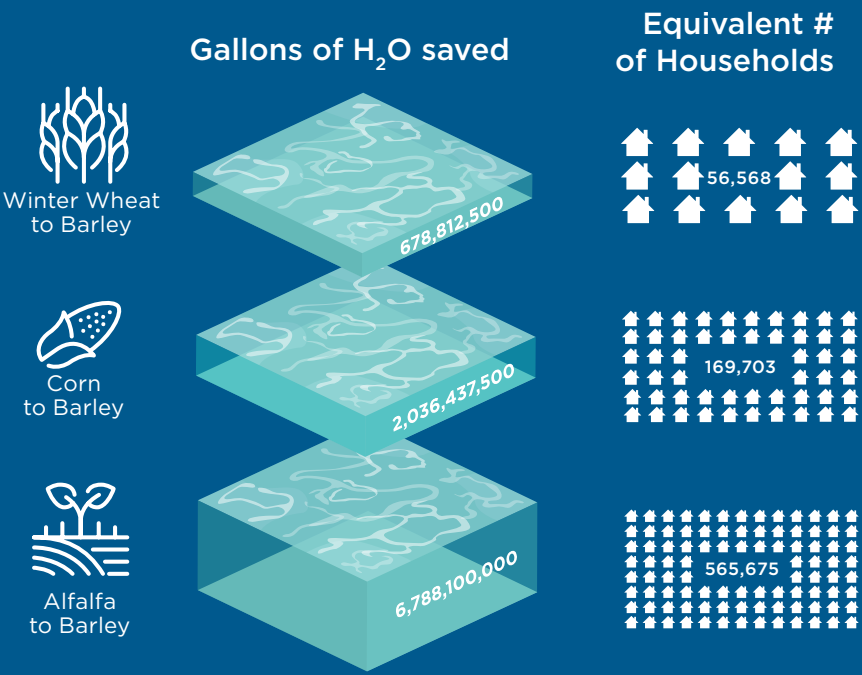
30-year average seasonal water use (ET) Kimberly USDA-ARS weather station data

Prepared by: Dr. Howard Neibling, P.E. 4/2/12



Crop	Seasonal ET, Inches/Acre	Seasonal ET Gallons/Acre
Alfalfa	41	1,113,248
Lawn	39	1,058,944
Sugar Beets	35	950,334
Pasture	32	868,877
Corn	27	733,115
Potatoes	24	651,658
Winter Wheat	23	624,505
Winter Barley	21	570,200
Spring Grain	21	570,200
Dry Beans	17	461,591

If just 16.5% of the Magic Valley winter wheat acres planted in 2020 were converted to barley, 678,812,500 gallons of water could have been saved - equivalent to 56,568 households average water use.



TOP YIELDING SEED VARIETIES.








In the Barley MVP program, you’ll be given access to top yielding varieties, as developed by the University of Idaho, University of Utah and other leading commercial barley breeders.

“Ability to forward contract as far out as a year in advance gives ability to hedge production risk and maximize revenues. It’s a great program to help us manage our farms.”

—Derek Bates, Standlee Hay



The Winter Barley Basics

Planting Date 	September 20 – October 15 is the preferred planting window.
Seed Treatment 	If planting before October 1, it is recommended to include an insecticide in seed treatment package to control aphids and minimize potential for barley yellow dwarf. Cruisermax with high rate of insecticide or comparable product is recommended.
Planting Depth 	1 – 1.5 inches
Planting Rate 	<p>Planting rates vary widely based off seed size, soil types, planting equipment, and planting date. Example: UT10201 is a six-row variety, smaller seed with higher seed count. 13,300 seeds/lb. Delicatesse is a large 2 row variety with seed count of 8600 seeds/lb. You will need to plant 50% more Delicatesse to get the same number of plants per acre as UT10201.</p> <p>Increase planting rates as you approach the end of the planting window. We offer seed counts (kernels/ lb) of all varieties to help farmers make sound planting decisions, maximize yield and minimize lodging.</p>
Winter survival 	University studies show that cold and dry conditions lower winter survivability. It is important to irrigate in the fall, if possible, to increase winter survival and plant germination. Higher planting rates help offset winter mortality.
Growth regulator 	All winter barley varieties are susceptible to lodging and a growth regulator will help control lodging.
Herbicide 	No restrictions. Follow product label.

Barley Seed Varieties

Variety	Variety Characteristics
UT 10201 (Proven Variety)	6 row feed - UT10201 has been a top performer in university test plot research but most importantly has proven performance on the farm. <sup>1</sup> UT10201 under extreme conditions in 2021 averaged 175 bpa with individual fields over 200 bpa. 2020 Scoular average was 184 bpa.
Delicatesse	2 row type - High quality, high test weight variety, 51- 56 lbs. per bushel.
KWS Danua	2 row type - Newer malt variety, high quality, high yielding.
Scoular Test Variety	2 row type - Excellent yield and quality. Limited supply.

1. University data is a great place to get first impressions of varieties over several different geographical regions in comparison to other varieties.

“Yield prospects of 190+bpa are very possible on new winter varieties. Along with the high yielding genetics and early maturity harvest runs smoother than ever.” —Joey Wallace, Driscoll Bros

BALANCED RISK MANAGEMENT.

With Barley MVP, you have more flexibility and guarantee – at the same time. We offer secure contracts and a variety of risk management tools that are professionally managed, balanced and planned. With Scoular’s partnership, you’ll find these advantages:

- Downside risk on quality discounts are not as punitive as wheat or malt barley.
  - Confidence we’ll help you find a market. New and emerging markets bring local demand and processing, driving more value for crop.
  - Leverage different forward contracting options including basis, futures only, and
- cash that helps manage price risk.
  - Opportunity and flexibility to forward price as far out as 18 to 24 months prior to delivery. The market has never offered this on barley before.
  - Sell and ship feed barley on your schedule to meet the cash flow or labor demands of your farm.



Contact us to learn how we can define  
what's possible together.

Scoular Twin Falls

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[Scoular.com/BarleyMVP](http://Scoular.com/BarleyMVP)

