

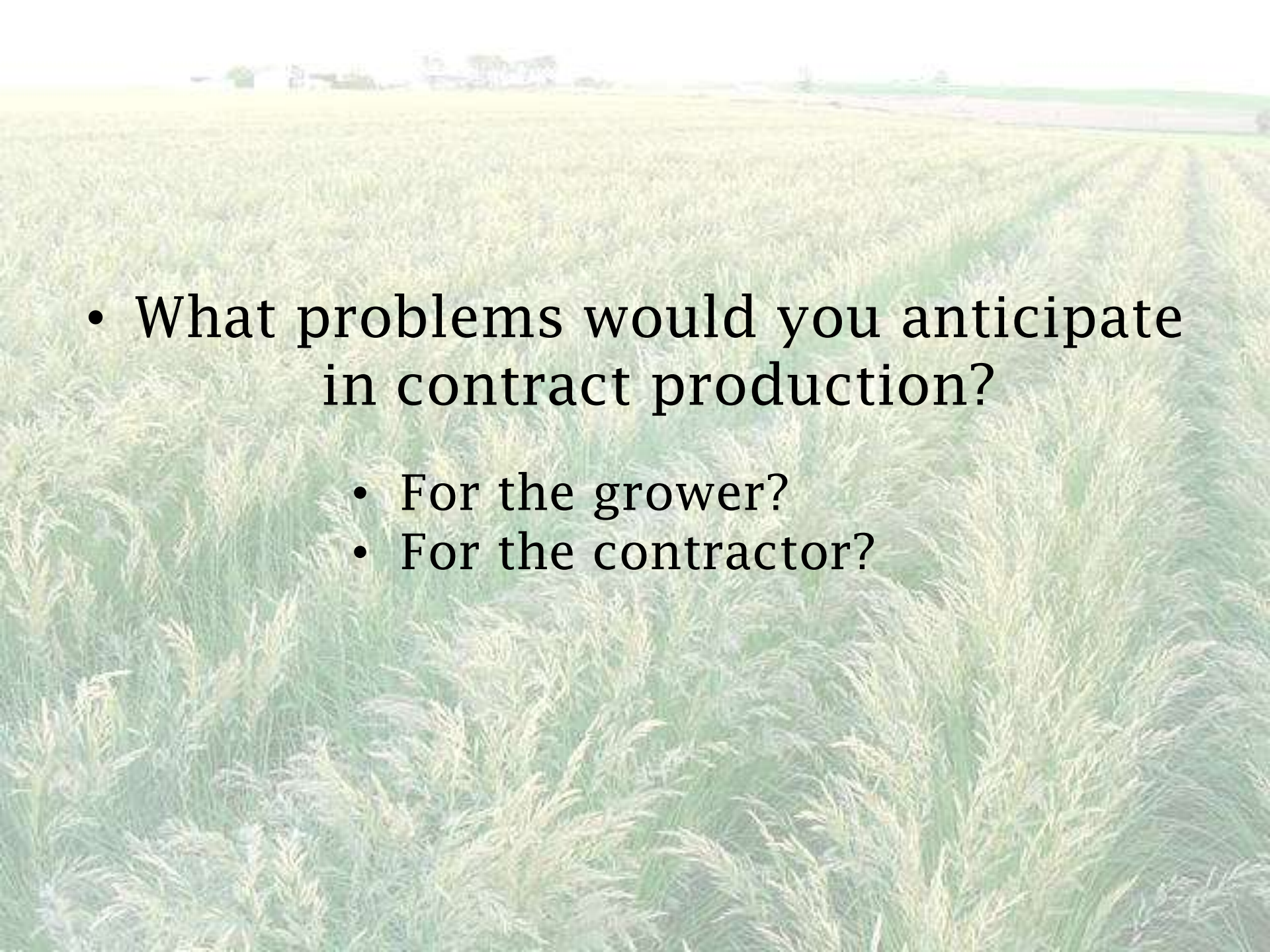


# Contract Native Seed Production A Growers Perspective

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L & H Seeds, Inc.  
Herrman Northwest, Inc.

# Company Overview

- L & H Seeds, Inc.
- Herrman Northwest, Inc.
- First Contract Production
  - Hanford Sandberg
  - Hanford Needle & Thread
  - Hanford Indian Ricegrass

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- What problems would you anticipate in contract production?
    - For the grower?
    - For the contractor?

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- **Bidding for Contracts**
    - Interagency Contracts
      - Pre-approved 'Bidding Pool'
    - Private land owners and managers
      - Contract for smaller production
  - **Awarded Contract**
    - Supplied with stock seed
      - Check seed tests for quality issues

## Choosing a production field

- Examine Field history
  - Seed bank
    - Previous crop
    - Weed seed
      - Spray, rogue, process out
      - Control problems in the field, processing is a tool not always a solution
  - Herbicide residues
  - Fallow
    - Additional costs
- Isolation requirements
  - State agencies
    - Dept of Ag, Crop Improvement, etc.



## Planting

- Seeding rate, plant spacing, plant population, depth,
- Planter Calibration
- Ground cover
- Irrigation
  - Small plots- different maturation



## Growing

- Lack of pesticides labeled for use
  - Third Party Labels
  - Research & Development
- Fertility
  - Very little known
- Seed Yield
  - Lack of proven yield potential
- Pollination
  - Optimal pollinator to use
- Insect
  - Issues especially in forb production

Boardman Bluebunch



Basalt Milkvetch



Stillwater Prairie Coneflower



Crooked River National Grassland Bottlebrush Squirreltail





## Harvest

- Method and timing
  - Swathing
  - Direct harvest
  - Mechanically harvest whole plant
  - Hand harvest
- Quality control
  - Thorough clean down of harvest equipment
  - Possible separate lots for varying quality of crop



## **Post-Harvest**

- Weed control
- Irrigation
- Fertility

Combining



Swathing



Mechanical harvest of whole plant

Unloading into metal bins for small lots





## **Cleaning/ Processing**

- Setting up machinery to process small lots
- Quality control
  - Clean down
  - Man power

## End of Contract

- Highly productive healthy field
  - Keep field in
    - Market on your own
    - Agency funding to purchase excess production
  - Rotate field out

Small lot seed cleaning



Seed blending/ Mixing



Large scale seed cleaning



Seed Drying



# Summary

## Pros

- Can be very profitable, interesting, and challenging
- Networking with a wide range of people and agencies
- Personal and employee development
- Opportunity for diversification

## Cons

- Thoroughly read and understand the contract
- Lack of Registered pesticides
- Risks
  - Economies of scale
  - Production inputs
  - Lack of yield data
    - Agencies potentially use a flat rate fee basis



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