



**The Dynamics of Native Seed
Production:
A Growers Perspective**

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Company Overview

- L & H Seeds, Inc.
- Herrman Northwest, Inc.
 - Native seed production began in the 1970's
 - Around 80 different crops
 - Vertically integrated
 - Production, cleaning, and marketing

Northern Basin and Range Basin Wildrye
Leymus cinereus



Dry River Basalt Milkvetch
Astragalus filipes



Aridlands Western Prairieclover
Dalea ornata



Crooked River National Grassland Bottlebrush Squirreltail
Elymus elymoides



Combining



Swathing



Mechanical harvest of whole plant

Unloading into metal bins for small lots



Small lot seed cleaning



Seed blending/ Mixing



Large scale seed cleaning



Seed Drying



Uncompahgre Plateau Production

UP Sims Mesa Germplasm Prairie Junegrass
Koeleria macrantha syn. *Cristata*

UP Dry Fork Germplasm Western Yarrow
Achillea millefolium



Uncompahgre Plateau Production

White River Indian Ricegrass
Achnatherum hymenoides



CP-UP Colona Muttongrass
Poa fendleriana



Reality Check: Crop Rotation

- **Conservation Reserve Program (CRP)**
 - **Fall 2010 Brought many changes**
 - Increase demand for seed
 - Emphasis on creating habitat for native pollinators
 - **Result**
 - A shift in how land and resources were delegated for Fall 2010 planting

Commodity price increase

- Limits the pool of native seed growers
 - Growers want low risk, low input, high payoff crops
- Increased competition for land
 - Higher rents



Projecting Marketability

– IDIQ's

- Small scale production
 - What do you do when there is a large scale fire event?
- Fixed period of time
 - Doesn't factor in long term investment in land and resources
- Established, healthy, productive field
 - Keep field in and market on your own
 - Rotate field out



Stock Seed

- Availability
- Quality and Quantity
 - Limitations from PMC, ARS, UP, Seeds of Success and private SI collections



Choosing a Field

- **Field history**

- Crop history
- Weed seed bank

- **Herbicides**

- Lack of registration for native seed production

- **Hand labor**

- Gauge labor investment depending on the crop

- **Isolation requirements**

- Cross pollination

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

- Inconsistent direction and demand for native seed from Government agencies
- Lack of Registered pesticides
- CRP
- Increased input costs
 - Commodity crop competition
 - Rising fuel costs

Bottom line: Ask for what seed you want on the Seed Buys and we will grow it



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