# 2000-01 Planning Prices for Idaho Crops & Livestock

Prepared by

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Commodity prices can vary significantly within the marketing year as well as between years. Prices tend to be lowest at harvest and strengthen throughout the year as the temporary imbalance between supply and demand is reduced. Some commodities follow well-established seasonal price patterns, while others are less predictable and vary significantly from year-to-year and throughout the marketing year. Even for a commodity with a well-established seasonal pattern, the overall price level can vary dramatically even though the pattern may remain unchanged. A single price cannot be expected to accurately represent the entire marketing year and it may be misleading, even when the price is based on historical data. Often, however, a single price is needed for planning purposes.

Because one price will not fit all purposes, we provide both long range and short range planning prices. The long range planning prices are based on historical (time-series) data. There are three price columns for the crop planning prices. The middle column shows the 10-year Olympic marketing year average price. To the left and to the right of the marketing year average column are columns showing the lowest marketing year average price over the past ten years and showing the highest marketing year average price over the past ten years. Crop prices are for the marketing year while livestock prices are on a calendar year. The marketing year varies by commodity and matches those established by USDA, generally from harvest to harvest.

The short run planning prices for crops are projected prices for the 2000/01 marketing year, based upon current market fundamentals: supply, demand, stocks and expected utilization. The short run crop prices are an estimate of what we expect the price to average over the current marketing year. The lowest expected monthly average price for crops is also listed as a means of addressing downside price risk, while the highest expected monthly average price is provided to help determine potential market

volatility. Short run livestock planning prices are forecast on a quarterly bases for 2001.

## **Olympic Averages**

Removing the high and the low values from the specified time series and averaging the remaining values calculate an Olympic average. This is the same procedure used in scoring many events during the Olympics, hence the name. An Olympic average will tend to show less variability than a simple average for the same period because the impact of one year's extremely high or low price is removed.

## Short Vs. Long Run

Whether to use the long run or the short run price will depend on the type of analysis. A feasibility study comparing the profitability of alternatives should use the long range planning prices, while a cash flow estimate for the current year would rely on the short-run planning price.

What price should be used on 2001 crops that will be marketed in the 2001/2002 marketing year? An average of the long and short run planning prices is one recommended alternative. Since prices tend to move toward the historical average, the price received for the 2001 crop will likely be between the short run (current price) and long run price, assuming the short run price is accurate and that no structural changes in the market have occurred that would disrupt the normal price pattern. A more conservative approach to planning is to use the long run planning price for any year but the current one. This second method is preferred particularly when the short range planning price varies significantly from the long range planning price.

#### **Data Sources and Data Problems**

The information used to calculate Idaho planning prices comes from a variety of different sources, although USDA is the primary source. Data sources include the Idaho Agricultural Statistics Service (IASS), the National Agricultural Statistics Service (NASS) and the Agricultural Market Service (AMS). Unfortunately, USDA does not acquire price data on all crops grown in the state and USDA price data is not always

market class specific. For example, the wheat price published by the Idaho Agricultural Statistics Service is differentiated only as winter and spring. But a significant difference exists between the price of hard red spring wheat and soft white spring wheat, and between hard red winter and soft white winter wheat. Obtaining price information for crops grown predominately or exclusively under contract can be a particularly difficult problem since no public source of information is available.

Grain prices in this publication are based on Portland prices reported by AMS, adjusted for transportation costs. While the price difference between Portland and Idaho locations has increased over time, it tends to remain fairly stable within a given year. The market location for Southwestern Idaho is the Notus/Weiser area, the market location for Southcentral Idaho is the Burley/Filer/Wendell area, the market location for Southeastern Idaho is American Falls and the market location for Northern Idaho is Lewiston. Wheat prices at both Moscow and Nez Perce would be \$.25 per bushel below the Lewiston price.

Corn prices are based on IASS data. Contract malting barley is based on the average of the most recent contracts base prices. Historically, malting barley contracts with two of the three major malting companies operating in Idaho were a fixed base-price contract for barley meeting grade and quality specifications, and with quality incentives paid above the minimums. Contracts in recent years have increased in complexity and often give the grower several different pricing alternatives, ranging from a fixed price, with or without storage compensation, to a prevailing company posted price or the average of these posted prices over a specified period of time. There is typically a minimum price specified with this pricing alternative. One company prices malt barley on a specified premium over a three-month average feed barley price. The premiums may vary by barley variety.

In this publication, the long range open malt barley is priced \$1.00 above the feed barley price. While the malt barley premium varies year-to-year, the \$1.00 per cwt represents the historical price difference. Up until 1991, IASS reported only one barley price in Idaho. This was a composite of the monthly average of feed barley, open malt barley and contract malt barley purchases. While USDA still maintains the all barley price, it also has a feed barley price series and a malt barley price series. The feed and malt barley price series presently don't contain an adequate historical base needed to look at long term trends. The IASS malt barley price is not an open-market price since it includes both open market and contract purchases made during a given month.

Prices for dry beans, dry peas and lentils use monthly price data from USDA-AMS. Prices reported by IASS are used on sugarbeets, sweet corn and the fresh and processing potatoes. The contract potato price uses the current or most recent base contract price adjusted for the five-year quality average.

Hay, straw and corn silage prices come from a variety of different sources, including hay brokers, county agents and livestock producers. A separate AUM rate is given for land managed by Federal agencies (BLM and Forest Service), the Idaho State Land Board and private landowners. The 2001 short-range Federal AUM price has not yet been set, but will likely be \$1.35, the floor price using the PRIA fee formula. A 10-year Olympic average of historical PRIA-based fees is used to calculate the long range federal AUM price. Private pasture rates are expected to maintain traditional levels in the short run. Long-term pasture rents are expected to drop below current levels.

### **Livestock Price Estimates**

The short range planning prices are conservative, quarterly price estimates based on the present market fundamentals. Long range price estimates are based on 10-year averages. While livestock prices are statewide estimates, they are most reflective of Southern Idaho.

#### For Additional Information

The commodity planning prices are presented as a guideline to assist farmers, ranchers, lenders and agri-businesses in planning. Local prices will vary from these regional prices.

Your planning efforts will be enhanced if you monitor the current market outlook situation. Use new information to modify your plans as necessary. Some sources of current outlook for those with access to the Internet, include:

 Reports published by the Economic Research Service, the World Agriculture Outlook Board, and the National Agricultural Statistics Service, all part of USDA, are available at the following URL:

http://www.mannlib.cornell.edu/usda/usda.html

 Reports from Agricultural Market Service, USDA, are available at the following URL:

http://www.ams.usda.gov

 Kansas State University monthly Ag Update covers wheat, corn, soybeans, cattle, hogs and policy issues;

http://www.agecon.ksu.edu/livestock

 An electronic version of the Livestock Monitor and other industry related information is available from the Livestock marketing Information Center web site:

http://lmic1.co.nrcs.usda.gov

Other information of interest and many agricultural links can be found at:

http://www.uidaho.edu/ag/agecon

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Table 1. Northern Idaho long range marketing year planning prices for 2000/01.

Crop		_	Seasonal Price Averages			
	Units	Minimum Average	Olympic Average	Maximum Average		
	cwt	\$ 3.70	\$ 4.80	\$ 6.75		
Barley, Feed						
Barley, Malt (open)	cwt	\$ 3.95	\$ 5.80	\$ 7.75		
Barley, Malt (contract)*	cwt		\$ 6.35			
Dry Beans						
Garbanzos	cwt	na	\$21.00	na		
Dry Peas:						
Austrian Winter	cwt	\$ 6.45	\$11.20	\$14.90		
Green	cwt	\$ 5.80	\$ 8.75	\$12.30		
Yellow	cwt	\$ 6.05	\$ 8.25	\$10.60		
Lentils	cwt	\$11.20	\$15.15	\$23.20		
Wheat:						
Hard Red Spring (14%)	bu					
Hard Red Winter (11%)	bu			-		
Soft White	bu	\$ 2.75	\$ 3.55	\$ 4.60		
Forage						
Alfalfa Hay:				A		
Feeder*	ton	na	\$75	na		
Dairy*	ton	na	na	na		
Grass Hay*	ton		\$60	_		
Straw*	ton		\$30			
Private Forage	AUM	\$11	\$12	\$13		
Range (state)	AUM	\$ 3.85	\$ 4.65	\$ 5.15		
Range (Federal)	AUM	\$ 1.35	\$ 1.60	\$ 2.00		

<sup>\*</sup> Does not use 10-year price history. See written discussion.

Table 2. Southwestern Idaho long range marketing year planning prices for 2000/01.

		10-y	r Seasonal Price Av	rerages
Crop	Units	Minimum Average	Olympic Average	Maximum Average
Alfalfa Seed :				
Proprietary*	lb	na	\$ 1.30	na
Public*	lb	na	\$ 1.20	na
Barley, Feed	cwt	\$ 3.70	\$4.90	\$ 6.85
Corn, Grain	bu	\$ 2.25	\$ 2.85	\$ 4.50
Sweet Corn (contract)	ton	\$ 54	\$ 69	\$82
Dry Beans (composite)	cwt	\$14.75	\$19.25	\$23.75
Great Northerns	cwt	\$14.40	\$19.80	\$28.25
Pinks	cwt	\$14.15	\$19.00	\$25.40
Pintos	cwt	\$14.05	\$18.40	\$27.25
Small Reds	cwt	\$14.45	\$21.00	\$28.60
Small Whites	cwt	\$16.35	\$20.75	\$28.00
Potatoes:				
Proc. Contract*	cwt	\$ 4.25	\$ 4.75	\$ 5.10
Fresh - open	cwt	\$ 2.50	\$ 4.25	\$ 6.90
Process open	cwt	\$ 4.30	\$ 4.90	\$ 5.85
Sugarbeets (contract)	ton	\$36	\$40	\$46
Wheat:				
Hard Red Spring (14%)	bu	\$ 2.85	\$ 3.90	\$ 5.55
Hard Red Winter (11%)	bu	\$ 2.40	\$ 3.20	\$ 5.00
Soft White	bu	\$ 2.25	\$ 3.05	\$ 4.60
Forage Alfalfa Hay:				
Feeder*	ton	na	\$70	na
Dairy*	ton	na	\$95	na
Grass Hay*	ton	na	\$55	na
Corn Silage*	ton	na	\$22	na
Straw*	ton	na	\$30	na
Private Leased Forage	AUM	\$11	\$12	\$13
Range (state land)	AUM	\$ 3.85	\$ 4.55	\$ 5.15
Range (Federal land)	AUM	\$ 1.35	\$ 1.60	\$ 2.00

<sup>\*</sup> Does not use 10-year price history. See written discussion.

Table 3. Southcentral Idaho long range marketing year planning prices for 2000/01.

			r Seasonal Price Av	in the second se
Cron	Units	Minimum	Olympic	Maximum
Crop	Offics	Average	Average	Average
Alfalfa Seed :				
Proprietary*	lb	na	\$ 1.30	na
Public*	lb	na	\$ 1.20	na
Barley, Feed	cwt	\$ 3.70	\$ 4.80	\$ 6.75
Barley, Malt (open)	cwt	\$ 3.95	\$ 5.80	\$ 7.75
Barley, Malt (contract)*	cwt		\$ 6.35	-
Corn, Grain	bu	\$ 2.25	\$ 2.85	\$ 4.50
Sweet Corn (contract)	ton	\$ 54	\$ 69	\$82
Dry Beans (composite)	cwt	\$14.50	\$19.50	\$23.75
Great Northerns	cwt	\$14.40	\$19.80	\$28.25
Pinks	cwt	\$14.15	\$19.00	\$25.40
Pintos	cwt	\$14.05	\$18.40	\$27.25
Small Reds	cwt	14.45	\$21.00	\$28.60
Small Whites	cwt	\$16.35	\$20.75	\$28.00
Potatoes:				
Proc. Contract *	cwt	\$ 4.25	\$ 4.75	\$ 5.10
Fresh - open	cwt	\$ 2.50	\$ 4.25	\$ 6.90
Process open	cwt	\$ 4.30	\$ 4.90	\$ 5.85
Sugarbeets (contract)	ton	\$36	\$40	\$46
Wheat:				
Hard Red Spring (14%)	bu	\$ 2.70	\$ 3.75	\$ 5.40
Hard Red Winter (11%)	bu	\$ 2.40	\$ 3.05	\$ 4.85
Soft White	bu	\$ 2.10	\$ 2.90	\$ 4.45
Forage				-
Alfalfa Hay:				
Feeder*	ton	na	\$70	na
Dairy*	ton	na	\$95	na
Grass Hay*	ton	na	\$60	na
Corn Silage*	ton	na	\$22	na
Straw*	ton	na	\$30	na
Private Leased Forage	AUM	\$11	\$12	\$13
Range (state land)	AUM	\$ 3.85	\$ 4.55	\$ 5.15
Range (Federal land)	AUM	\$ 1.35	\$ 1.60	\$ 2.00

<sup>\*</sup> Does not use 10-year price history. See written discussion.

Table 4. Southeastern Idaho long range marketing year planning prices for 2000/01.

		10-y	r Seasonal Price Av	rerages
		Minimum	Olympic	Maximum
Crop	Units	Average	Average	Average
Barley, Feed	cwt	\$ 3.50	\$ 4.60	\$ 6.55
Barley, Malt (open)	cwt	\$ 3.75	\$ 5.60	\$ 7.55
Barley, Malt (contract)*	cwt	-	\$ 6.35	-
Dry Peas:				
Seed (contract)	cwt	\$13.50	\$14.60	\$17.30
Potatoes:				
Proc. Contract	cwt	\$ 4.25	\$ 4.75	\$ 5.10
Fresh - open	cwt	\$ 2.50	\$ 4.25	\$ 6.90
Process open	cwt	\$ 4.30	\$ 4.90	\$ 5.85
Seed - G2 *	cwt	\$ 5.95	\$ 8.25	\$ 10.40
Seed - G3 *	cwt	\$ 4.00	\$ 6.00	\$ 8.15
Sugarbeets (contract)	ton	\$36	\$41	\$47
Wheat:				
Hard Red Spring (14%)	bu	\$ 2.85	\$ 3.90	\$ 5.55
Hard Red Winter (11%)	bu	\$ 2.40	\$ 3.20	\$ 5.00
Soft White	bu	\$ 2.20	\$ 3.05	\$ 4.60
Forage				
Alfalfa Hay:				
Feeder*	ton	na	\$70	na
Dairy*	ton	na	\$90	na
Grass Hay*	ton	na	\$55	na
Corn Silage*	ton	na	\$21	na
Straw*	ton	na	\$30	na
Private Leased Forage	AUM	\$11	\$12	\$13
Range (state land)	AUM	\$ 3.85	\$4.55	\$ 5.15
Range (Federal land)	AUM	\$ 1.35	\$ 1.60	\$ 2.00

<sup>\*</sup> Does not use 10-year price history. See written discussion.

Table 5. Northern Idaho short range marketing year planning prices for 2000/01.

Crop	Units	Expected Monthly Minimum Average	Expected Marketing Year Average	Expected Montly Maximum Average
Barley, Feed	cwt	\$ 3.15	\$ 3.90	\$ 4.10
Barley, Malt (open)	cwt	\$ 4.30	\$ 4.95	\$ 5.30
Barley, Malt (contract)	cwt	-	\$ 6.35	- A
Dry Beans				
Garbanzos	cwt		\$22.00	-
Dry Peas:				
Austrian Winter	cwt	\$ 6.00	\$ 8.00	\$ 8.50
Green	cwt	\$ 5.00	\$ 6.00	\$ 6.50
Yellow	cwt	\$ 5.00	\$ 6.00	\$ 7.00
Lentils	cwt	\$11.00	\$12.00	\$12.75
Wheat:				
Hard Red Spring (14%)	bu		-	-
Hard Red Winter	bu		-	-
(11%) Soft White	bu	\$ 2.30	\$ 2.80	\$ 3.00
Forage:				
Alfalfa Hay:				
Feeder	ton	\$60	\$70	\$80
Grass Hay	ton	\$50	\$60	\$65
Straw	ton	\$25	\$35	\$40
Private Leased Forage	AUM	\$10	\$13	\$14
Range (state land)	AUM		\$ 4.95	-
Range (Federal land)	AUM		\$ 1.35	-

Table 6. Southwestern Idaho short range marketing year planning prices for 2000/01.

Crop	p Units		Expected Marketing Year Average	Expected Montly Maximum Average
Alfalfa Seed :				
Proprietary	lb		\$ 1.20	-
Public	lb		\$1.10	
Barley, Feed	cwt	\$ 3.65	\$ 4.25	\$ 4.50
Corn, Grain	bu	\$ 1.85	\$ 2.05	\$ 2.25
Dry Beans (composite)	cwt	\$14.50	\$18.50	\$19.50
Great Northerns	cwt	\$17.00	\$19.00	\$20.50
Pinks	cwt	\$13.00	\$16.00	\$18.00
Pintos	cwt	\$15.00	\$18.75	\$20.00
Small Reds	cwt	\$13.00	\$16.75	\$17.50
Small Whites	cwt	\$17.50	\$19.50	\$22.00
Potatoes:				100
ProcessContract (01)	cwt		\$ 5.25	
Fresh - open	cwt	\$ 2.00	\$4.00	\$ 4.50
Process - open	cwt	\$ 2.50	\$ 4.25	\$ 4.75
Sugarbeets—Contract (00)	ton		\$30.00	
Wheat:				
Hard Red Spring (14%)	bu	\$ 2.85	\$ 3.40	\$ 3.65
Hard Red Winter (11%)	Red Winter (11%) bu		\$ 2.85	\$ 3.10
Soft White	bu	\$ 1.80	\$ 2.30	\$ 2.50
Forages:				
Alfalfa Hay:*				
Feeder	ton		\$75	
Dairy	ton		\$90	
Grass Hay	ton		\$55	
Corn Silage	ton		\$22	-
Straw	ton	\$25	\$35	\$40
Private Leased Forage	AUM	\$10	\$13	\$14
Range (state)	AUM		\$ 4.95	-
Range (Federal)	AUM		\$ 1.35	

Table 7. Southcentral Idaho short range marketing year planning prices for 2000/01.

Crop	p Units M		Expected Marketing Year Average	Expected Montly Maximum Average
Alfalfa Seed :				
Proprietary	lb	na	\$ 1.20	1,100
Public	lb	na	\$ 1.10	
Barley, Feed	cwt	\$ 3.65	\$ 4.25	\$ 4.50
Barley, Malt (open)	cwt	\$ 4.70	\$ 5.15	\$ 5.50
Barley, Malt (contract)	cwt		\$ 6.35	777
Corn, Grain	bu	\$ 1.85	\$ 2.05	\$ 2.25
Dry Beans (composite)	cwt	\$14.50	\$18.50	\$19.50
Great Northerns	cwt	\$17.00	\$19.00	\$20.50
Pinks	cwt	\$13.00	\$16.00	\$18.00
Pintos	cwt	\$15.00	\$18.75	\$20.00
Small Reds	cwt	\$13.00	\$16.75	\$17.50
Small Whites	cwt	\$17.50	\$19.50	\$22.00
Dry Peas:				
Seed (contract)	cwt		\$16	
Potatoes:				
Proc. Contract (01)	cwt		\$ 5.25	
Fresh - open	cwt	\$ 2.00	\$ 4.00	\$4.50
Process open	cwt	\$ 2.50	\$ 4.25	\$4.75
SugarbeetsContract (00)	ton		\$30	-
Wheat:				
Hard Red Spring (14%)	bu	\$ 2.70	\$ 3.25	\$ 3.50
Hard Red Winter (11%)	bu	\$ 1.95	\$ 2.70	\$ 2.95
Soft White	bu	\$ 1.70	\$ 2.15	\$ 2.35
Forages: Alfalfa Hay:*				
Feeder	ton		\$75	
Dairy	ton		\$90	
Grass Hay	ton		\$55	
Corn Silage	ton		\$22	
Straw	ton	\$25	\$35	\$40
Private Leased Forage	AUM	\$10	\$13	\$14
Range (state)	AUM		\$ 4.95	
Range (Federal)	AUM		\$ 1.35	-

Table 8. Southeastern Idaho short range marketing year planning prices for 2000/01.

Crop	Units	Expected Monthly Minimum Average	Expected Marketing Year Average	Expected Montly Maximum Average
Barley, Feed	cwt	\$ 3.35	\$ 4.00	\$ 4.25
Barley, Malt (open)	cwt	\$ 4.50	\$ 5.15	\$ 5.50
Barley, Malt (contract)	cwt		\$ 6.35	_
Dry Peas:				
Seed (contract)	cwt		\$16.00	-
Potatoes:				
Process - Contract (01)	cwt		\$ 5.25	_
Fresh - open	cwt	\$ 2.00	\$ 4.00	\$ 4.50
Process open	cwt	\$ 2.50	\$ 4.25	\$ 4.75
Seed - G2 *	cwt		\$ 6.75	
Seed - G3 *	cwt		\$ 5.50	_
SugarbeetContract (00)	ton		\$31	-
Wheat:				
Hard Red Spring (14%)	bu	\$ 2.85	\$ 3.40	\$ 3.65
Hard Red Winter (11%)	bu	\$ 2.10	\$ 2.85	\$ 3.10
Soft White	bu	\$ 1.85	\$ 2.30	\$ 2.50
Forage:				
Alfalfa Hay:				
Feeder	ton		\$70	
Dairy	ton		\$90	
Grass Hay	ton		\$55	
Corn Silage	ton		\$18	
Straw	ton	\$25	\$35	\$40
Private Leased Forage	AUM	\$10	\$13	\$14
Range (state)	AUM		\$ 4.95	
Range (Federal)	AUM		\$ 1.35	_

Table 9. Historic and long range planning prices for PNW livestock.

	Calendar Year Average						
	Unit	1997	1998	1999	2000-р	Long Term Ave.	
Choice Steers 11 – 1300# *	cwt	65.90	61.20	64.15	69	69	
Steers 8-900# *	cwt	69.20	67.40	69.35	70	70	
Steers 7-800# *	cwt	71.30	68.65	71.90	73	75	
Steers 6-700# *	cwt	77.30	74.20	75.90	77	78	
Steers 5-600# *	cwt	81.95	79.45	81.90	83	84	
Steers 4-500# *	cwt	82.20	83.00	83.70	88	88	
Utility Cows **	cwt	35.60	34.60	36.10	37	43	
Slaughter Lambs (100-125#)	cwt	80.25	73.15	74.75	81	80.75	
Feeder Lambs (70-90#)	cwt	86.40	80.40	80.60	95	84.25	
Sheep	Head	37.90	31.10	30.60	31	30.00	
Wool (Clean, USDA 56's)	lb.	1.43	1.06	0.60	0.50	1.21	
Milk, Class III	cwt	12.05	14.20	12.45	10.10	12.25	
Springer Heifers	head	1139	1218	1355	1358	1193	
Holstein Bull Calves, day old	head	20	34	31	70	31	
Holstein Heifer Calves, day old	head	75	88	142	195	100	

p = preliminary; \* heifers will be 4 to 10 cents under steers in the same wt. class; \*\* bulls will be 4 to 6 cents over utility cows.

Historic data from USDA-IASS and USDA-AMS.

Table 10. Quarterly forecast planning prices for PNW livestock.

	2001 Quarterly Forecast						
	Unit	I-f	II-f	III-f	IV-f		
Choice Steers 11 – 1300# *	cwt	70-76	64-75	63-70	68-76		
Steers 8-900# *	cwt	71-77	66-76	64-70	69-77		
Steers 7-800# *	cwt	82.50- 88	83-91	78-89	78.50-86		
Steers 6-700# *	cwt	85-91	86-94	81-92	82-89		
Steers 5-600# *	cwt	90-97	91-99	86.50-97	87-95		
Steers 4-500# *	cwt	94-101	95-103	90-101	91-99		
Utility Cows **	cwt	39-45	37-43	38-45	35-41		
Slaughter Lambs (100-125#)	cwt	78-85	78-88	76-84	74-83		
Feeder Lambs (70-90#)	cwt	92-97	94-100	92-98	90-96		
Sheep	Head	32-36	29-32	30-35	30-36		
Wool (Clean, USDA 56's)	lb.	.4055	.4560	.4055	.3842		
Milk, Class III	cwt	9.75- 10.25	9.50- 10.50	10.00- 11.00	10-30- 11.50		
Springer Heifers	head	1350- 1400	1300- 1370	1200- 1300	1150- 1250		
Holstein Bull Calves, day old	head	50-75	50-75	45-70	50-70		
Holstein Heifer Calves, day old	head	190-250	160-240	100-180	80-130		

f = forecast;

Forecast estimates are by LMIC and UI Agricultural Economics Extension.

<sup>\*</sup> heifers will be 4 to 10 cents under steers in the same wt. class;

<sup>\*\*</sup> bulls will be 4 to 6 cents over utility cows.