



# MALTING BARLEY

## ALTERNATIVE MARKETS

As with many specialty grains, it is best to have a market for your crop before you grow it. The greatest opportunity for malting barley is to contact and contract with maltsters before planting. By doing this, specifications and quality requirements will be known.

Plan ahead for an alternative market for rejected barley. This can help minimize economic losses if the crop is rejected based on grain quality. Using barley as an animal feed as a portion of finishing rations for beef cattle is a good option as well as including it in a dairy cow ration – barley is a comparable substitute for corn.<sup>1</sup>

## MARKET OPPORTUNITIES

### DAIRY

- Incorporate malting barley into your crop rotation.
- Compared to corn, barley has more protein and fiber with slightly less metabolizable energy and total digestible nutrients.
- Grinding and rolling are processes that should be utilized if incorporating barley into an animal feed. If whole barley grain is fed, the consumption will be greater but the gain will be at a slower rate.<sup>2</sup>
- Barley is often only a portion of the ration so if mycotoxins are present they can be diluted in the feed. For dairy animals, mycotoxin levels need to be monitored carefully.

### SHOW ANIMALS AND EQUINE

- Barley provides a highly digestible protein if processed correctly for show animals (especially pigs) and equine.
- A current market trend in the equine industry is Non-GMO feed. Barley is a Non-GMO crop.

### CERTIFIED ORGANIC

- People who produce animals on a certified organic farm must feed certified organic grain.
- Certified organic cereal crop growers must utilize crop rotations within their farming process. Barley is often used in rotations on certified organic farms for weed management.
- If crops do not meet grade for maltsters there may be a market opportunity to sell to an organic feed mill.
- NOTE: If growing organic barley to sell to maltsters there is often no premium for a certified organic malting barley as conventional barley fulfills their needs at a lower cost.

# POTENTIAL BUYERS

## FEED MILLS

There are several feed mills in New York State who may be willing to purchase barley but they need a large enough quantity to satisfy their markets. On average, feed mills are looking for 10,000-30,000 bushels of barley.

High concentrations of vomitoxin should be avoided in livestock rations. Aim for grains that are < 2PPM vomitoxin. Call your mill to confirm acceptable vomitoxin levels. If you do not meet the barley quality specifications, the feed mill will discount your premium.



### COLLABORATE

Work with other farmers who grow malting barley to pool a higher quantity of barley to meet the needs of a feed mill.



### AIM FOR QUALITY

Minimize vomitoxins to < 2PPM. If you do not meet the barley quality specifications of the mill, you will receive a discounted premium.



### COMPARE PRICES BARLEY VS CORN

According to the National Agricultural Statistic Service, the average price per bushel of barley exceeds that of corn, 2007-2017. However, yearly market fluctuations do occur.

Thompson Grain  
2 Merrick Circle, Manchester, NY 14504  
(585) 289-4016  
duane@thompsongrain.com  
<http://www.thompsongrain.com>

Shamel Milling  
9384 Genesee Road, East Concord, NY 14055  
Contact: Jason Engel  
(716) 592-7700  
<http://www.shamelmilling.com>

Lackawanna Products Corporation  
8545 Main St #1, Williamsville, NY 14221  
Contact: Scott Shultz  
(716) 633-1940 x360

LakeView Organic Grain  
119 Hamilton Place, Penn Yan, NY 14527  
(315) 531-1038  
mh@lakevieworganicgrain.com  
<http://lakevieworganicgrain.com>

## FARMERS WHO GRIND THEIR OWN FEED

Contact your local Cornell Cooperative Extension office.

## DISTILLERIES

Contact the New York State Distillers Guild. A list of member businesses that may be interested in buying brewing grain is available at <http://nydistillers.org/index.php/guild-members>

<sup>1</sup> Roth, Greg, Austin Kirt, and Alyssa Collins. "Malting Barley in Pennsylvania (Small Grains)." *Small Grains (Penn State Extension)*. N.p., 2016. Web. 8 Mar. 2017.

<sup>2</sup> Boyles, S. L., V. L. Anderson, and K. B. Koch. "Feeding Barley to Cattle." *FEEDING BARLEY TO CATTLE* (n.d.): n. pag. *Ohio State Extension*. Web. 8 Mar. 2017.

### Educational purposes only

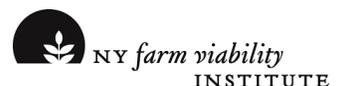
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