



**EXTENDING KNOWLEDGE
EMPOWERING WOMEN**

IOWA STATE UNIVERSITY
Extension and Outreach

WOMEN in AG
Courses in Iowa



ANNIE'S PROJECT
EMPOWERING WOMEN IN AGRICULTURE

**Women Marketing Grain is taught
in the tradition of Annie's project:**

- Topics of importance to your future in farming
- Brief presentations and extended discussions with ag professionals
- Practical hands-on activities
- Decision making resources available to you
- Networking with other farm women



Women Marketing Grain

Women participating in this four-session course will develop a plan for marketing corn and soybeans.

**Classes starting
Monday, August 20, 2018**
and continuing Monday, Aug. 27,
Tuesday, Sept. 4 and Monday, Sept. 10

6:00 p.m. - 9:00 p.m.
(Meal served at 5:30 p.m.)

Cherokee County Extension Office
209 Centennial Drive
Cherokee, Iowa

Women Marketing Grain courses in Iowa are made possible by these statewide sponsors.



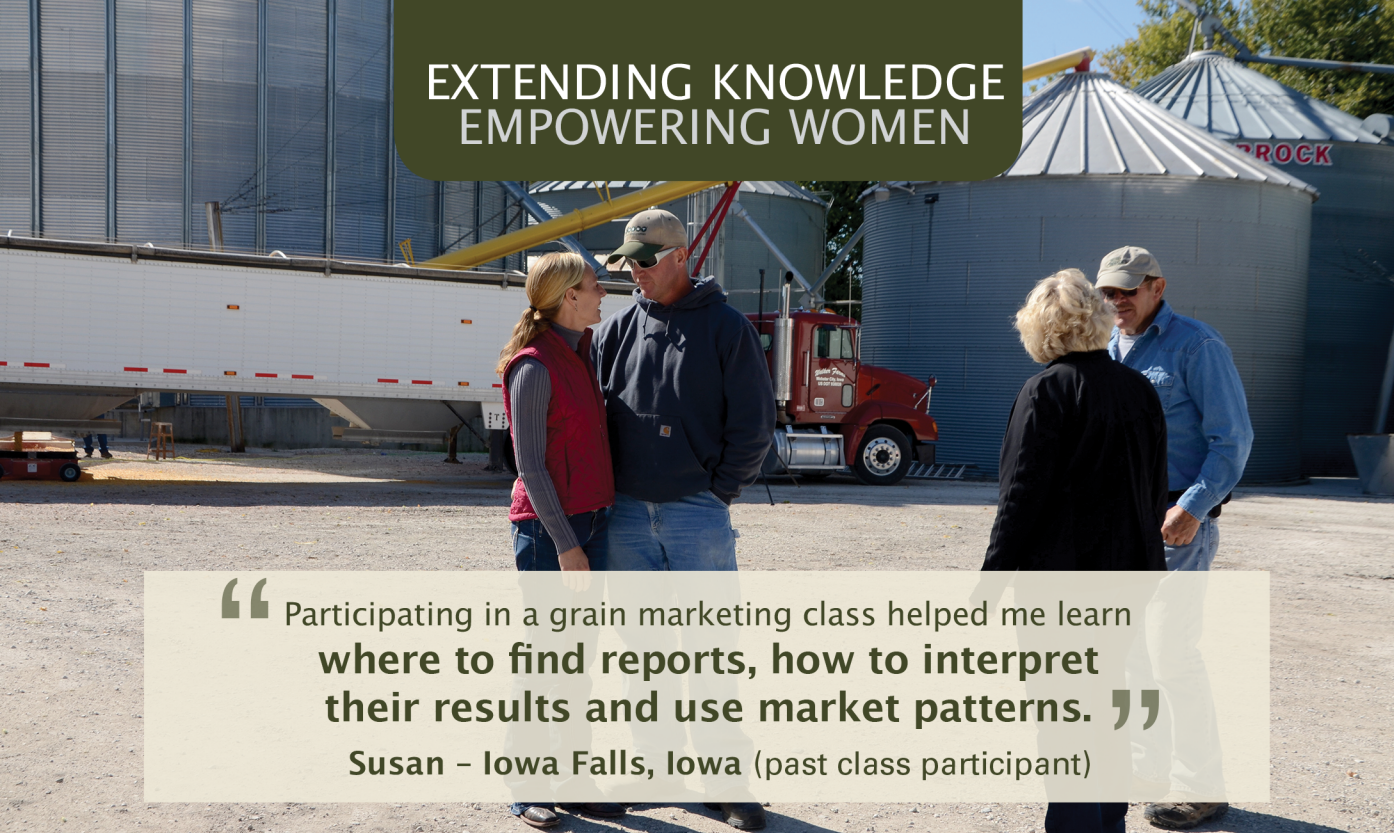
“ It encourages setting aside time throughout the year to focus on grain marketing. ”

Jenny — Iowa Falls, Iowa
(past class participant)



Iowa State University Extension and Outreach does not discriminate on the basis of age, disability, ethnicity, gender identity, genetic information, marital status, national origin, pregnancy, race, religion, sex, sexual orientation, socioeconomic status, or status as a U.S. veteran. Direct inquiries to Ross Wilburn, 515-294-1482, wilburn@iastate.edu. WIA 0001A Revised April 2017

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“ Participating in a grain marketing class helped me learn where to find reports, how to interpret their results and use market patterns. ”

Susan – Iowa Falls, Iowa (past class participant)

Pictured is the Walker farm operation near Webster City.

What is the Women Marketing Grain course?

With unpredictable crop prices and tight margins, marketing can make the difference in the profitability of corn and soybean production. How well farmers get paid for a year’s worth of work can be wrapped up in just a few marketing decisions. In this course, women will learn how to manage price risk using tools like forward contracts, futures and options contracts, alternative marketing contracts, and crop insurance. Participants will work in a computer lab to access online decision tools and to develop a marketing plan. Women will learn market strategies and how to stay on track for long term marketing success.

www.aep.iastate.edu/womeninag

At the end of four weeks, participants will know more about:

- **Identifying crop prices and marketing costs**
 - ▶ Sources of futures and cash market prices
 - ▶ Basis
 - ▶ Futures carry
 - ▶ Costs of storage
- **Understanding price movements**
 - ▶ Crop marketing terms
 - ▶ Market fundamentals of supply and demand
 - ▶ Technical chart signals
 - ▶ Seasonal price trends for futures prices and basis
- **Utilizing a variety of crop marketing tools including**
 - ▶ Spot cash sales
 - ▶ Forward contracts
 - ▶ Hedge-to-arrive contracts
 - ▶ Futures hedging
 - ▶ Futures options (puts and calls)
- **Developing a crop marketing plan with price, time, and financial goals in mind**

Registration | Women Marketing Grain



Register online at

www.aep.iastate.edu/womeninag

name		
address		
city	state	ZIP
phone		
county		
e-mail		
Registration - \$75	\$	
check number (payable to Iowa State University)		

Are you able to bring a laptop or tablet computer for accessing online class material? Yes No

Mail registration form with check, payable to Iowa State University, to:

ANR Program Services
1151 NSRIC, Ames, Iowa 50011-3310

Advance registration is required for all Women in Agriculture courses and enrollment is limited. Registrations must be completed online or postmarked no later than midnight,

August 13, 2018

Class at

Cherokee

For assistance with registration, receipts, cancellation or questions on the status of your registration, contact Program Services at 515-294-6429 or anr@iastate.edu.

For questions about course content and class status for this location please contact:

Cherokee County Extension Office
Mary Tuttle
Email: mtuttle@iastate.edu
Phone: 712-225-6196

The fees for service will be used to offset expenses and to support ISU Extension and Outreach Agriculture and Natural Resources Programs.