



EXTENDING KNOWLEDGE
EMPOWERING WOMEN



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



IOWA STATE UNIVERSITY
Extension and Outreach

WOMEN in AG *Courses in Iowa*

Women Marketing Grain

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

Classes begin Tuesday, August 2, 2022 and continue Thursday, Aug. 4, Tuesday, Aug. 9 and Thursday, Aug. 11

6:00 p.m.-9:00 p.m. (5:30 p.m. meal)

**Expo Center
402 High St
Rockwell City, Iowa**

Cost: \$75 Register by July 26, 2022

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)



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EXTENDING KNOWLEDGE EMPOWERING WOMEN



“ 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 Cheryl Johnson.

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 may bring laptop computers, but not required, internet access will be available. 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,

Tuesday, July 26, 2022

Class at

Rockwell City

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:

Calhoun County Extension Office

Jill Mims

jmims@iastate.edu

Phone: 712-297-8611

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