

# Grain Marketing Strategies for 2017

Workshop

March 3<sup>rd</sup>

9:30 am to 2:00 pm

Location:

American Legion

100 5th Street

Linn, KS

This workshop is designed to help Kansas crop producers make profitable marketing decisions for their crops in 2017 – a period forecast to be one of continued large supplies, low selling prices, and limited profitability.

*This workshop is developed to provide three things to participants....*

**First**, Grain Market Situation and Outlook for the remainder of the 2016/17 marketing years for corn, grain sorghum, wheat and soybeans. The particular focus will be on available cash and forward contract grain prices, basis trends, and futures & options pricing opportunities for the December 2016 - September 2017 period.

**Second**, the Top Performing Grain Marketing Strategies for Kansas corn, grain sorghum, wheat and soybeans for the 1990/91 through 2015/16 marketing years will be reviewed. The focus will be on how well pre-harvest forward contracts, hedges and put options, harvest cash sales, and post-harvest on-farm and commercial storage, storage hedges, and call options performed over time for Kansas crop producers.

**Third**, as a group, workshop participants will “Test Drive” 2017 Grain Marketing Strategies, working through probable 2017 Kansas grain price outcomes and trends as well as the marketing choices that are likely to be available for major grains during the December 2016 through September 2017 period. Both a post-harvest corn storage scenario, and a pre-harvest to harvest wheat sales scenario will be examined

## Program Schedule

- 9:30 a.m. Registration
- 9:50 Grain Marketing Outlook
- 10:50 BREAK
- 11:00 Marketing Strategies over the last 20 years... What has worked?
- Marketing Strategies for 2017
- 12:00 p.m. LUNCH
- 12:30 Risk Management in Today's Environment
- 1:00 “Test-Driving” 2017 Grain Sales Strategies

## Speakers

Daniel M. O'Brien  
Extension Ag Economist  
Kansas State University

Carrie Williams  
Merchandising Manager  
AgMark LLC

Scott Ahlvers  
Producer Programs Manager, AgMark LLC

**Free Event With Lunch Provided**

**Pre-register by Feb. 27th**

**For Registration Contact**

**River Valley Extension District**

**Concordia Office 785-243-8185**

**Kim Kohls- Agent**

Sponsors:

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