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 courses in Iowa are made possible by these statewide sponsors.

Women Marketing Grain

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

Classes begin Wednesday, November 1 and continue Monday, Nov. 6, Wednesday, Nov. 8, Monday, Nov. 13 and Wednesday, Nov. 15
6:00 p.m.- 9:00 p.m. (meal at 5:30 p.m.)
Greene County Extension Office
104 W. Washington
Jefferson, Iowa
Cost: $75
Register by October 25, 2023

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

Jenny — Iowa Falls, Iowa
(past class participant)
What is the Women Marketing Grain course?

With unpredictable crop prices and volatile input prices, marketing can make a big difference in the profitability of corn and soybean production. How well one gets 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 by using tools like forward contracts, futures and option contracts. This program will take an in-depth look at how options work and when you would want to use them. It will also look at developing a marketing plan.

At the end of the multi-session course, participants will know more about:

- **Understanding grain contracts**
  - What contracts are available
  - When you would use different types
  - How grain merchandisers use futures markets

- **Utilizing Options**
  - How do options work
  - What are the advantages and disadvantages of options
  - When would you use options

- **Developing a grain marketing plan**
  - What you need to develop a marketing plan
  - What is included in a marketing plan
  - Writing the plan
  - When to modify the plan

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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)

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extension.iastate.edu/womeninag