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 courses in Iowa are made possible by these statewide sponsors.

USDA
United States Department of Agriculture

Farm Credit Services of America
AGRICULTURE WORKS HERE.

This institution is an equal opportunity provider. For the full non-discrimination statement or accommodation inquiries, go to www.extension.iastate.edu/diversity/ext.

WIA 0001A Revised July 2018

EXTENDING KNOWLEDGE
EMPOWERING WOMEN

"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

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 starting
Monday, July 20, 2020
and continuing July 27, August 3 and August 10

6:00 p.m. - 8:30 p.m. (Meal at 5:30 p.m.)

Webster County Extension Office
217 S. 25th St., Suite C-12
Fort Dodge, Iowa

Please register by July 13, 2020

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

MasterCard VISA DISCOVER 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,

Monday, July 13, 2020

Class at

Fort Dodge

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:

Webster County Extension Office
Linda Cline
email: lcline@iastate.edu
phone: 515-576-2119

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