

SESSION SCHEDULE:

**SESSIONS 1 - 5 WILL BE VIA
INTERACTIVE VIDEO AT:**
Howard County CES
Howard County Govt. Center
120 E. Mulberry St. Suite 105
Kokomo, IN

Session One - January 27 at 7 pm:
A New Era of Margin Risk

Session Two – February 3 at 7 pm:
What Does the Farm Bill Mean to
You?

Session Three - February 10 at 7 pm:
Current and Future Pricing
Alternatives at the Local Buyer

Session Four - February 17 at 7 pm:
Combining Crop Insurance and
Marketing Strategies

Session Five –February 24 at 7 pm:
Putting it All Together in a Plan to
Manage Margin Risk

Cost: \$40 per person
Includes materials,
handouts, course
website and
refreshments

Registration

**Deadline: January 5, 2009 to
be guaranteed a binder on
the first night.**

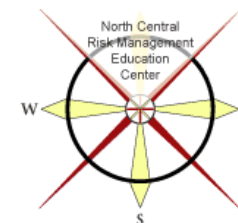
Purdue Extension – Howard County
Howard County Government Center
120 E. Mulberry St. Suite 105
Kokomo, IN 46901
765-456-2313

MANAGING MARGIN RISK



Contact: Paul Marcellino
Phone: 765-456-2313
Email: pmarcellino@purdue.edu

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MANAGING MARGIN RISK

Managing margin risk has become incredibly important for producers given commodity price volatility and input cost increases. While record profits are possible at these prices, producers must simultaneously manage price risk and input cost risk to maintain profitable margins.

The objective of this program is to provide producers with the tools to determine their breakeven prices, marketing plans, crop insurance decisions and leasing options with the end goal of being able to “lock in” profitable margins.

***SESSIONS 1 - 5 WILL BE HELD AT:
Purdue CES/Howard County
Howard County Govt. Center
120 E. Mulberry St. Suite 105
Kokomo, IN 46901***

Session One - January 27: A New Era of Margin Risk

- What is margin risk?
- What direction are input costs going?
- Breakeven analysis for farm enterprises
- How do leasing arrangements affect my bottom line?

Session Two – February 3: What Does the Farm Bill Mean to You?

- Introduction to crop insurance
- The Farm Bill offers new choices
 - ✓ ACRE
 - ✓ SURE
- How does your crop insurance decision affect your ACRE decision?

Session Three - February 10: Pricing Alternatives at the Local Buyer

- Market volatility and dynamics
- The importance of basis
- Pricing alternatives at the elevator

Session Four - February 17: Crop Insurance and Marketing

- How do crop insurance and marketing work together?

Session Five - February 24: Putting it All Together in a Plan to Manage Margin Risk

- How does my financial position affect my ability to take on margin risk?
- What strategies should I consider?

Presenters

Corinne Alexander - Assistant professor at Purdue University serving as an Extension specialist in the area of grain marketing for both commodity and specialty markets.

Allan Gray – Professor at Purdue University serving as an Extension specialist in the area of farm policy. Professor Gray's areas of specialty include understanding how farm policy affects the family farm's financial position.

Chris Hurt – Professor at Purdue University serving as an Extension specialist in the area of livestock and meat marketing. Professor Hurt's areas of specialty include examination of family farm market problems, pricing strategies, and livestock futures market problems.

George Patrick – Professor at Purdue University serving as an Extension specialist in the area of crop insurance. Professor Patrick's area of specialty includes how to combine grain marketing and crop insurance strategies.

Luc Valentin – Assistant professor at Purdue University serving as an Extension specialist in the area of farm management. Professor Valentin's areas of specialty include leasing arrangements and efficient use of inputs.

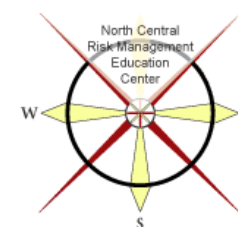
Two ways to Register: 1) Pay by credit card at: <http://www.conf.purdue.edu/RISK>

2) Make checks payable to Purdue University and mail to:

CEC Business Services Purdue University
Stewart Center, Room 110
128 Memorial Mall
West Lafayette, IN 47907-2034
6289 09YR-TR

Cost: \$40 per person (includes materials, handouts, course website and refreshments)

PLEASE PRINT: Name (1): _____ Name (2): _____
Address: _____
City: _____ State: _____ Zip: _____
Telephone: _____ E-mail: _____



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